University of Otago

Business at Otago

Te Kura Pakihi ki Ōtākou

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 Otāgo

A degree from the Otago Business School will set you up with a broad range of contemporary business skills and knowledge desired by current employers. Students are provided with a strong foundation in key business concepts, as well as discipline-specific expertise, to prepare them for a wide range of careers nationally and globally. Otago Business School graduates are strongly valued in the marketplace because of their solid understanding of real-world business principles and practices.

When studying with us, students have numerous opportunities to network not only with peers and faculty members but also with alumni, iwi and industry partners – valuable connections that lead to job opportunities and the development of business ventures.

We offer many international opportunities; a student may choose to study abroad for a period or participate in the international exchange programme. Whether studying on campus or abroad, the Otago Business School assists students to gain a global perspective and develop important cross-cultural skills – vital in today's interconnected world.

At the Otago Business School we prioritise the value of doing "business for good" – ensuring that students understand their role of being a kaitiaki and embedding social, cultural, environmental and ethical goals of businesses alongside their financial goals. The future of business is in your hands, and at the Otago Business School we will give you a world-class qualification, instilling knowledge, expertise and experience to prepare you for your future career path.

Professor Maree Thyne
Acting Dean and Pro-Vice-Chancellor,
Otago Business School and Division of Commerce

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Shaping better futures is everyone's business.

At Otago University, we believe business has a big role to play in a better future. Our business school was one of the first in the world to adopt the United Nation's Sustainable Development Goals and we continue to be global leaders in the impact space.

We teach subjects that matter and work alongside industry, government and communities to make business a force for good.

Your future in Business starts here.

Why Business at Otago?
He aha e whai ai te Pakihi ki Ōtākou?

Quality teaching and research

› We are New Zealand's leading business school for research (PBRF Quality Evaluation, latest evaluation 2018). Many of our departments are also ranked among the best universities in the world in their study area – Management, Information Science, Marketing, Tourism, Economics, and Accountancy and Finance

› Our lecturers are regular recipients of national academic excellence teaching awards.

› Ranked #1 in New Zealand and #23 worldwide for Tourism Management and Hospitality teaching (2022 QS World Rankings).

› Ample opportunities for volunteering, internships and professional development, even during undergraduate training.

› The Division of Commerce is proud to lead and/or collaborate with flagship research centres and themes including:

Climate and Energy Finance Group (CEFGroup)
One of the largest climate and sustainable finance research teams in the world focussed on the areas of climate finance, sustainable investing, energy markets and carbon markets.

Centre for Artificial Intelligence and Public Policy
Explores policy, regulation, ethics and governance associated with artificial intelligence.

He Kaupapa Hononga: Otago's Climate Change Research Network
A network bringing researchers together to stimulate conversations and collaborations on climate change between mātauranga Māori/ mātauranga Kāi Tahu and Western scientific knowledge.

Te Maea: Māori and Indigenous Economy and Enterprise Network
Conducts collaborative and interdisciplinary research and teaching for, by and with Māori and Indigenous communities and enterprises that aim to develop the next generation of Māori business leaders.

Otago Energy Research Centre
An interdisciplinary network of energy transition researchers.

Centre for Health Systems (CHeST)
A research group with a particular focus on the applied end of health system and technology research, supporting the translation of research into practice.

Graduate employability

› 96% of Bachelor of Commerce (BCom) graduates go directly into full-time employment or further study.

› Our Accounting and Finance graduates are in such demand that many secure positions before completion of their degree.

› A Business degree from Otago is a world-class qualification that employers respect. It opens doors to a diverse range of careers.

Ranked in the top 1% of universities in the world

State-of-the-art laboratories, libraries, lecture theatres, facilities and resources

New Zealand's top university for educational performance

14 residential colleges offer a vibrant and supportive campus community

Dunedin is New Zealand's student city: 21,000 students

5+

Highest possible international quality rating

One of the most beautiful campuses in the world

locals

Excellent support for local students who are flatting, boarding or living at home

Unique opportunities

- The only place to study undergraduate Sustainable Finance in New Zealand.
- Business students have access to BNZ Bloomberg Markets Lab – one of the largest trading labs in New Zealand. 12 Bloomberg Professional Terminals allow students to access real-time data, including stocks, currencies commodities, derivates and news. This lab allows our teachers to create simulations and for students to experience real-life scenarios in a trading room.
- While our focus is on helping you achieve academic excellence, we also encourage all our students to embrace the "Otago Experience" on our unique campus. This involves sharing life, as well as study, with students from many academic and professional disciplines.
- The Bachelor of Entrepreneurship is New Zealand's only dedicated entrepreneurial degree. It provides a large amount of freedom in choosing what to study, so that your passions, and the problems you want to solve, guide which papers you enrol in.
- New Zealand's best Business student internship programme provides real life experience, money and connections while you complete your degree.
- Dunedin is the wildlife capital of New Zealand and close to Queenstown, Wanaka, Aoraki Mt. Cook and the Waitaki. The location makes for outstanding Tourism field work opportunities.
- The only University in New Zealand to belong to the Partnership in International Management (PIM) – a consortium of the top business schools from around the world that exchange select undergraduate students for one academic term.

Business degrees and majors
Ko ngā tohu me ngā kaupapa matua

Bachelor of Commerce (BCom)

Accounting
Business Analytics*
Economics
Entrepreneurship*
Finance
Hospitality*
Human Resource Management
Information Science
International Business
Management
Marketing
Philosophy, Politics and Economics (PPE)
Sustainable Business*
Sustainable Finance*
Tourism

*currently only available as a minor subject

Bachelor of Entrepreneurship (BEntr)

This degree allows you to choose any combination of major or minor from across the university. You can also choose not to take any major.

Bachelor of Arts and Commerce (BACom)

This degree allows you to choose two major subjects – one from the Bachelor of Arts and a different one from the Bachelor of Commerce.

Bachelor of Commerce and Science (BComSc)

This degree allows you to choose two major subjects – one from the Bachelor of Commerce and a different one from a Bachelor of Science

Otago Daily Times
Otago Daily Times

Comparing financials

Which Business degree is right for you?
Ko tēhea te tohu e tika ana ki a koe?

Bachelor of Commerce (BCom)

Business has a big role to play in a more sustainable economy and better future for everyone. Otago offers a comprehensive range of Business subjects in undergraduate and postgraduate degrees leading into a host of interesting job opportunities. If you want a career that matters, a BCom will give you the skills and knowledge you need to create impact when it comes to what you believe in.

Studying Business at Otago gives you the opportunity to participate and learn in an environment in which collaborative research projects with industry, civil society and policy makers promote real transformative change. It's an environment that has earned us our international reputation and rank as New Zealand's leading business school for research.

Surrounded by award-winning lecturers and state-of-the-art teaching facilities, and immersed in one of the world's most beautiful campuses, you truly are part of a world-class business hub.

The Bachelor of Commerce (BCom) is a three-year undergraduate degree that enables you to develop your interests in a business major and related subjects. Students have the flexibility to combine their major subject with other Business subjects, as well as subjects from other disciplines across the University.

otago.ac.nz/bcom

Bachelor of Entrepreneurship (BEntr)

The BEntr is a uniquely self-directed degree that equips you to change the world as you create new products, services and ideas. The BEntr gives you a large degree of freedom in choosing what to study, so that your passions, and the problems you want to solve, guide which papers you enrol in. The possibilities are unlimited.

There is an emphasis on critical thinking to develop your ideas and plans, as well as communicating them. The ability to pitch ideas – on your own or as a team – and communicate solutions to challenging problems is strongly weighted in assessment.

In semester 1 each year, BEntr students work on their entrepreneurial skills and learning outcomes. This includes learning how to value ventures and communicate value propositions, and developing capabilities like being proactive, risk-taking, creativity and building entrepreneurial networks. Learning from mistakes and dealing with rejection when pitching a new idea are other key skills that students develop.

Entrepreneurship is about more than founding startups. Existing businesses need entrepreneurial thinkers too. So do non-profit social and environmental enterprises, and iwi and Pacific communities. Building on Ōtepoti Dunedin's unique entrepreneurial ecosystem, the BEntr is designed to enable careers that involve developing novel solutions to important challenges facing the world.

otago.ac.nz/bentr

Bachelor of Arts and Commerce (BACom)

The BACom allows students to combine their passion for Arts and Business in one degree. Students choose two different majors – one from Arts and one from Business – and each major usually consists of between nine and eleven papers. Employers increasingly require graduates to have a combination of skills, and the ability to acquire new skills. A BACom graduate will have both a creative and business background, giving them the necessary skill set to work in Arts and Business professions, or intersecting areas. A graduate's exposure to multiple fields of expertise will set them up for success in areas of consumer behaviour, ethics, international relations, leadership, communication and many more.

otago.ac.nz/combine

Bachelor of Commerce and Science (BComSc)

The BComSc is a specialised degree for students facing a rapidly changing world. It is designed for students whose interests span Commerce and Science. Increasingly, graduates require a broad set of knowledge and skills, and multidisciplinary degrees like the BComSc provide both breadth and depth within a single qualification. This means you will have a very personalised degree that will make you stand out. Employers are looking for graduates with technical expertise, transferrable skills and the ability to solve problems. The BComSc degree will give you these skills. The BComSc gives graduates professional and scientific experience. Graduates will develop proficiency across subjects and the ability to apply thinking to both the experimental and industry application of a subject, setting them up for success in areas such as nature, nutrition, animal studies and maths. You'll choose two different majors, one from Business subjects and one from Science subjects. Each major usually consists of a minimum of nine papers.

otago.ac.nz/combine

Which business major?
Ko tēhea aronga matua?

There are no subjects at secondary school that you must take to study business at Otago, although English-rich subjects and statistics are recommended. We've identified some personal attributes that might help you decide which BCom major will suit your personality and academic strengths.

Accounting
- Able to keep information confidential
- Honest, with an eye for detail
- Methodical, logical and able to make sound judgements
- Good mathematical and numeracy skills
- Works well under pressure to meet deadlines
- Strong analytical and problem-solving skills
- Excellent communication and people skills
- Enjoys being part of a team

Economics
- Interested in human behaviour
- Good research and problem-solving skills
- Demonstrates decision-making ability
- Excellent communication and people skills
- Good mathematical and numeracy skills
- Thinks logically, laterally and is creative
- Interested in people and society
- Highly developed analytical skills

Entrepreneurship (minor only)
- An ambitious and proactive self-starter
- Good at recognising opportunities to create value, profit and well-being
- Thrives on flexibility, openness and independence; able to experiment, learn from mistakes, pivot and adapt
- Excellent at motivating and inspiring others to reach long-term objectives
- A strong negotiator and persuasive communicator
- Capable of making difficult decisions
- Strategic thinker who sees the bigger picture
- Tūwhitia te hopo, mairangatia te angitū: Feel the fear and do it anyway

Finance
- Calculated risk taker
- Good research and problem-solving skills
- Demonstrates decision-making abilities
- Good mathematical and numeracy skills (statistics and calculus)
- Accurate and patient
- Able to make good judgements and adapt quickly to change
- Works well under pressure to meet deadlines
- Excellent communication and people skills

Human Resource Management
- Interested in working with people
- Approachable, helpful and reliable
- Exercises detail-orientation
- Excellent communication skills
- Concerned about organisational and employee well-being
- Managing talent in organisations
- Balancing multiple stakeholders' objectives
- Strategic management of people

Hospitality (minor only)
- Great listener and can pick up on non-verbal cues
- Excellent oral communicator
- Strong customer orientation
- Thrives under pressure
- Enjoys upholding quality standards
- Willing and able to work hard
- Multitasker
- Effective planning and time-management
- Good leadership skills

Information Science

- Interested in changing the world with technology
- Project oriented
- Interested in computer programming
- Creative and inventive
- Likes gadgets and new challenges
- Has good research and problem-solving skills
- Practical thinker
- Excellent communication and people skills

International Business

- Interested in other cultures and knowledge of global events
- An aptitude for cultural competency
- Interested in foreign affairs and trade
- Willingness to explore languages and engage with others
- Excellent communication and people skills
- Engaging with diverse practices

Management

- Able to motivate and inspire others
- Works effectively with teams
- Strong research and problem-solving skills
- Diplomatic and persuasive
- Able to analyse, synthesise and interpret data
- Able to think strategically
- Excellent communication and people skills
- Able to make sound judgements, and adapt quickly to change

Marketing

- Good problem-solving skills
- Creative thinker
- Enquiring and analytical
- Likes to know why things are as they are
- Interested in people, behaviour and how things work in different cultures
- Able to analyse, interpret and understand a range of information and data
- Good research and evaluation skills
- Effective planning and time management
- Excellent communication and people skills

Philosophy, Politics and Economics (PPE)

- Interested in solving the world's problems
- Oriented towards public service
- Excellent communication and people skills
- Curious about ethics, politics and society
- Good mathematical and numeracy skills
- Interested in human behaviour
- Highly developed analytical skills
- Excellent planning and time- management

Tourism

- Excellent communication skills
- Well organised
- Looks and plans for opportunities
- Great networker and relationship builder
- Able to grasp new technologies
- Open-minded
- Detail-oriented
- Committed to customer service
- Friendly, enthusiastic, welcoming personality with people of all cultures and backgrounds
- Adaptable and resourceful
- Good leadership skills

Business Specialty Minors
Aronga Hauiti

A minor is a great way to gain recognition for studying a subject alongside your undergraduate degree major(s). A minor is usually a selection of five approved papers at 100-, 200- and 300-level in one particular subject.

You complete fewer papers in your minor subject compared to your major(s), yet your minor can be acknowledged on your academic record. It also looks great on your CV and can be a strong point of difference during job recruitment.

Completing a minor is not compulsory but is a convenient way to explore another discipline or area of interest without the need to commit to a full degree in that subject. Turning that interest into a minor is easy, so don't worry if you haven't selected a minor subject when you first enrol. You'll find Otago degrees are very flexible and accommodate a wide range of interests.

Otago offers the specialist Business minor subjects listed below. You can read more about these in the subject guide section. You cannot complete a full BCom major in these subjects, but they can be studied in more depth at postgraduate level.

- Business Analytics
- Entrepreneurship
- Hospitality
- Sustainable Business
- Sustainable Finance

Business graduate careers
Ararau mahi pūmau

You may have a broad idea of the kind of career you want – or you may have no idea at all! These lists are not meant to be exhaustive, but will give you some idea of possible careers.

In many cases, a single major subject can lead to all sorts of different career pathways. Have a talk to your careers adviser at school or contact the University of Otago Career Development Centre to get a clearer direction on career options.

Accountancy and Finance

Chief financial officer
Chartered accountant
Investment adviser
Compliance manager
Sustainability and risk adviser
Business services and corporate accountant
Forensic accountant
Financial/management accountant
Tax adviser
Share broker

Economics

Trade policy adviser
Consultant to commercial sector
International business manager
International trade consultant
Trade negotiator
Financial risk analyst
Investment analyst
Financial market analyst
Adviser for a non-governmental organisation
Analyst for the Reserve Bank, Treasury or consulting companies

Marketing

International marketing manager
Product development manager
Public relations manager
Digital marketing manager
Brand manager
Sales manager
Media director/buyer
Meetings, conventions and events planner
Social media/e-commerce analyst
Customer relationships manager

Management

Human resources manager
Operations manager
Chief executive officer
Sales manager
Social media team leader
Supply chain manager
Strategy and innovation adviser/manager
Business development manager
Head of people and culture
Communications manager

Information Science

Data scientist
Policy/market research analyst
Technical/project analyst
Intelligence advisor
Artificial Intelligence manager
Analytics officer
Customer Insights analyst/manager
Data engineer, big data developer
Database co-ordinator/administrator
Entrepreneur
Chief executive officer

Tourism

Destination marketing co-ordinator/manager
Operation co-ordinator/manager
Tour guide/operator
Museum/gallery curator
Economic development officer
Accommodation and hospitality business manager
Tourism policy adviser
Tourism operation sales/marketing manager
Government planner
Events and meeting co-ordinator

How does a Bachelor of Commerce degree work?

He aha ngā whāinga o Te Tohu Paetahi Pahawa?

The BCom degree is:

- Three years of full-time study (can be studied part-time).
- Made up of at least 360 points.
- Five core introductory business papers.
- Each paper is usually worth 18 points (credits), so 20 papers is the minimum total required for a degree.
- Each paper takes around 12 hours of study time each week.
- Papers are usually one semester long and you can often take Business papers over Summer School (January–February).
- Your degree must have at least one major subject.

The 360-point single major BCom must include at least 180 points (10 papers) above 100-level, with 72 points (four papers) of these being above 200-level. All five BCom "core" BSNS papers must also be completed: BSNS 111 Business and Society, BSNS 112 Interpreting Business Data, BSNS 113 Economic Principles and Policy, BSNS 114 Financial Decision Making and BSNS 115 Accounting and Information Systems.

YEAR 1	Major 100-level 18 points	BCom core 100-level 18 points	BCom core 100-level 18 points	BCom core 100-level 18 points	BCom core 100-level 18 points	BCom core 100-level 18 points	Commerce or other 100-level 18 points
YEAR 2	Major 200-level 18 points	Major 200-level 18 points	Major 200-level 18 points	Commerce Any 200- or 300-level 18 points	Commerce or other Any 200- or 300-level 18 points	Commerce or other Any level 18 points	Commerce or other Any level 18 points
YEAR 3	Major 300-level 18 points	Major 300-level 18 points	Major 300-level 18 points	Major 300-level 18 points	Commerce Any 200- or 300-level 18 points	Commerce or other Any level 18 points	

BCom major subject | BCom core (BSNS) paper | Other Commerce paper | Papers from Commerce or another degree

This leaves room for a wide range of additional study. You may decide to build in a second major or a minor (a minor is usually 90 points – five 18-point papers) or fill-up the spaces with a selection of unrelated interest and skills-based papers. A maximum of 90 points (five 18-point papers) can be non-Commerce. If you are a Merit or Excellence student, you should consider taking eight papers in your first year. This sets you up better to complete a combined degree or double degree. It is always recommended that you talk to a course adviser.

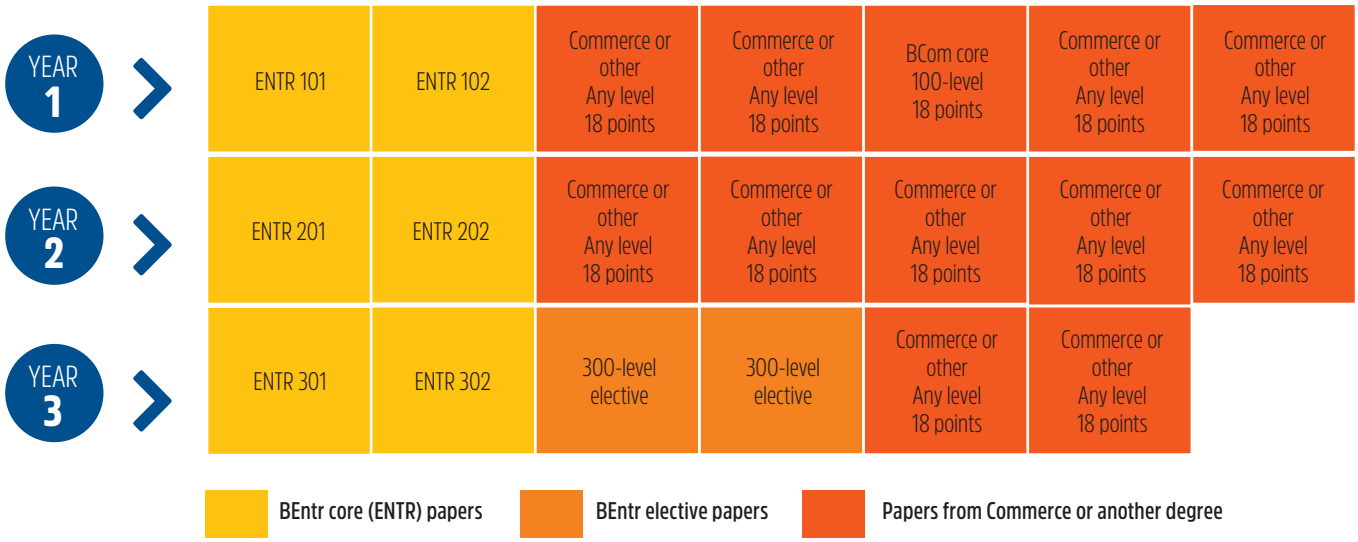
How does a Bachelor of Entrepreneurship degree work?

He aha ngā whāinga o te tohu paetahi?

The BEntr degree is:

- Three years of full-time study (can be studied part-time).
- Made up of at least 360 points.
- Six core entrepreneurial papers.
- Completion of at least two of the programme's elective papers.
- Each paper is usually worth 18 points (credits), so 20 papers is the minimum total required for a degree.
- Each paper takes around 12 hours of study time each week.
- Papers are usually one semester long and you can often take business papers over Summer School (January–February).
- Your degree can have a major subject from right across the University or none at all.

The 360-point BEntr must include at least 20 papers, with 72 points (four papers) of these being above 200-level. All six "core" ENTR papers must also be completed: ENTR 101 Starting a Venture, ENTR 102 Applied Entrepreneurial Practice, ENTR 201 Foundations of Entrepreneurship, ENTR 202 Applied Entrepreneurial Foundations, ENTR 301 Advanced Topics in Entrepreneurship and ENTR 302 Entrepreneurial Capital. You must also complete at least two of the following elective papers: MANT 301 Managing Innovation and Growth, MANT 340 Indigenous Management and Organisation, MART 306 Market-led Innovation, MART 308 Integrated Digital Marketing, MART 333 Creative Marketing Communication, ECON 318 Behavioural Economics, AGRI 321 Agriculture Production and Food Security and ENVI 311 Understanding Environmental Issues.



This leaves you a large degree of freedom in choosing what to study so that your passions, and the problems you want to solve, guide which papers you enrol in. If you feel that your entrepreneurial capacity can be developed in other ways, you may complete alternative applied field work, subject to approval by the Director of the Bachelor of Entrepreneurship.

Course advice

Otago's course advice experts can help you map out your study plans with confidence to help you achieve your goals.

If you are still at secondary school, a University of Otago Schools' Liaison Officer will visit your school at some point during the year – usually twice a year – to help you start planning your first year of study.

otago.ac.nz/liaison

Once you're on campus, course advisers are available on a drop-in basis and by appointment near the AskOtago Central Hub in the Central Library. Course advice is available as many times as you need throughout your time at Otago.

otago.ac.nz/courseadvice

What you need to do

Decide what subjects interest you

The *Undergraduate Prospectus, Guide to Enrolment* and our website can help you to choose subjects. You might want to select subjects you have already done at school and are good at, or subjects you haven't tried before but think look interesting.

Choose papers that you think you will enjoy

Papers are like topics within each subject – the building blocks of your degree. The first courses you take are called 100-level papers or beginner papers. For example, for the Bachelor of Commerce you will need to enrol for either three or four papers in semester 1. If you're feeling confident choose four, if you want time to "find your feet" at uni, choose three. We strongly recommend that your paper selection avoids any timetable clashes. Our course advisers can help with this.

Pick a major subject

This is the subject that you think you will specialise in within your qualification (BCom, BACom, BComSc) and go on to study in your second and third years. A major subject usually takes up nine papers of your 20-paper degree. The Guide to Enrolment specifies which papers make up any specific major. A major subject is not required for the BEntr.

Consider a minor

You can also start thinking about a minor subject – but don't worry too much about doing this in your first year. A minor is a subject you have studied at each level but not in as much depth as your major. Your minor can be a subject more commonly taken for a different degree; for example, a BCom majoring in Marketing can include Food Science as a minor subject.

Remember, Business degrees are very flexible.

You can always change your major, your minor or even your degree if you decide it isn't right for you.

Subject guide

Ko ngā kaupapa ako e āhei ana

Explore consumer trends and behaviour, operations and supply chain management, responsible business, social impact, circular economies, analytics for better decision making, accounting information systems and so much more with a Business degree from Otago.

This section explores 15 subjects you can choose from for your Business qualification, including information about 100-level papers and potential career opportunities. You can combine most majors and degrees, or add a minor to create a path that works for you.

Please note, each of the subject headings in this list is a major subject, except for those that are clearly shown to be a minor subject only. See the Guide to Enrolment or the University website for full course requirement information.

otago.ac.nz/business

Accounting BCom major

Bayley Skerrett
Bachelor of Commerce
Management Accountant at
Ngāi Tahu Holdings

"I like processes and systems, but more importantly I love the satisfaction I get when a problem is solved. Having the ability to understand financial statements is a valuable asset to any industry you wish to pursue. If you are able to combine this ability with another skill set, such as operations or IT, then the world is your oyster.

"Otago helped shape the person I am today and exposed me to a range of interesting opportunities and career paths."

Accountancy is the financial language of all organisations. An understanding of accounting is important whether you intend to practise accounting, work in business or simply wish to be a better informed shareholder or consumer.

Students planning to major in Accounting also have the opportunity to develop excellent IT, interpersonal and communication skills. A major in Accounting equips students to work in a wide range of organisations.

If you wish to improve your understanding of accounting for a career in business but don't wish to complete a full Accounting major, we offer a minor (i.e. two 100-level papers leading to a further three papers at 200- and 300-level). For those who simply wish to be able to read and understand accounting information better, BSNS 115 Accounting and Information Systems provides an interesting introduction to the discipline.

Career opportunities

Employment prospects for accounting graduates are very good. About one-third go to work for chartered accountant firms. They usually start in taxation, auditing or general accounting and business advisory services. The remainder go into manufacturing, banking, retailing, education, government departments or overseas.

What you need to study

For a BCom majoring in Accounting you must complete the following papers (and meet BCom degree requirements including the completion of all BCom core BSNS papers):

100-LEVEL

ACCT 102 Principles of Accounting
BSNS 112 Interpreting Business Data
BSNS 114 Financial Decision Making
BSNS 115 Accounting and Information Systems

Note: Students need to achieve at least a C+ in 100-level prerequisite papers before moving into 200-level ACCT papers.

200-LEVEL

ACCT 211 Financial Accounting and Reporting
ACCT 222 Cost and Management Accounting
ACCT 233 Fundamentals of Accounting for Financial Decisions

300-LEVEL

ACCT 302 Accounting Performance Management
or
ACCT 307 Management Accounting
ACCT 310 Financial Statement Analysis
or
ACCT 315 Advanced Financial Reporting
And two further ACCT 300-level papers (may include one FINC or ACFI 300-level paper)

Professional options

To enhance and add value to your Otago BCom in Accounting we recommend you become a member of one or more of the professional accounting associations. If you wish to work in New Zealand as a public practitioner or auditor, then the Chartered Accountants Australia and New Zealand (CAANZ) or Certified Practising Accountants (CPA Australia) are the pathways to take. Otago's Department of Accountancy and Finance has connections with several professional associations:

Association of Chartered Certified Accountants (ACCA) – accaglobal.com

Chartered Accountants Australia and New Zealand (CAANZ) charteredaccountantsanz.com

Chartered Institute of Management Accountants (CIMA) – cimaglobal.com
CPA (Australia) – cpaaustralia.com.au

In addition to a degree in Accounting, students wishing to join these professional bodies are also required to complete the following four papers offered by the Department of Accountancy and Finance: BLAW 211 and BLAW 212 Business Law, ACTP 312 Taxation and ACTP 311 Assurance/Auditing. These papers can be included within your degree.

Contact

accountancyfinance@otago.ac.nz
otago.ac.nz/accountancyfinance
03 479 8060

Economics BCom major

Economics provides a framework for thinking about almost everything. Economics is about choice and is at the heart of decision making. Governments, businesses and individuals are all faced with making choices in situations where resources are scarce.

Not just a subject, but a way of thinking, Economics applies to business, finance, administration, law, local and national government, and most aspects of everyday life. It provides a logical way of looking at a variety of issues.

Economics examines topics important to human well-being such as unemployment, economic growth, inflation, poverty, distribution of income, and resource allocation in areas such as education, health, business and the environment.

Career opportunities

Graduates work in large industrial and commercial firms and many different branches of the public sector, including the Ministries of Economic Development, Foreign Affairs and Trade, and Health, the Reserve Bank, Treasury, Statistics New Zealand, the Departments of Labour and Internal Affairs, local government and planning authorities, and banks and financial institutions.

Some work with health providers, research and management consultancies, while others have careers in universities, other tertiary institutions and secondary schools.

What you need to study

At the University of Otago you can study Economics as a major subject in the following degrees: Bachelor of Arts (BA), Bachelor of Commerce (BCom), Bachelor of Science (BSc), Bachelor of Arts and Science (BASc), Bachelor of Arts and Commerce (BACom), and Bachelor of Commerce and Science (BComSc). Alternatively you might consider adding an element of Economics to your studies as part of the Politics, Philosophy and Economics (PPE) programme. The PPE is offered as a BCom major, and also as a BA major.

Further information about the PPE can be found on page 20.

Regardless of which degree you choose to complete, many of the Economics papers you will study are common to all degree options. The difference between the degrees will often be what other non-economics papers you choose to study. For example if you complete a BCom you will need to complete the BCom core BSNS papers, which are not required for a BA or BSc. BSc majors may find they include more statistics and mathematics papers in their degree, which might not be required for the BA or BCom.

While this booklet focuses on those wishing to complete a BCom in Economics, the different degree options are best explored on the department's website.

For a BCom majoring in Economics you must complete the following papers (and also meet BCom degree requirements including the completion of all BCom core BSNS papers):

100-LEVEL

BSNS 113 Economic Principles and Policy

ECON 112 Principles of Macroeconomics

200-LEVEL

ECON 201 Microeconomics
or
ECON 271 Intermediate Microeconomic Theory

ECON 202 Macroeconomics

And one further 200-level ECON paper

300-LEVEL

Four 300-level ECON papers

Contact

economics@otago.ac.nz
otago.ac.nz/economics
03 479 8725

Rachel Malden

Bachelor of Commerce

Investment Analyst at Pencarro

"I loved the wide range of economics papers available. There are so many options, which many of my friends were surprised were economics papers. My absolute favourite was behavioural economics, and I also enjoyed the economics of health and education. Otago degrees are definitely well recognised by employers. I know I've got a lot more to learn on the job, but I think my degree has given me a good base knowledge and taught me a lot about work ethic and time management."

Finance BCom major

Georgia Freeman
Bachelor of Commerce
Investment Banking Analyst at Jarden

"Finance is an extremely attractive major and provides you with multiple job opportunities following your degree. The Finance lecturers at Otago are absolutely fantastic, and although you might be sitting in 100-level Finance thinking this is the hardest thing in the world, trust me, it does get easier and really interesting!

"I found that many employers were attracted to Otago Finance students as they thought the degree prepared them well for a graduate position. I found when applying for internships and jobs that Otago students were extremely well-represented both in the workplace and in the interview process."

Finance is a modern and fascinating discipline dealing with money, markets and valuation that is relevant to all aspects of business and personal and professional planning. There are few businesses today that are not acutely aware of the significance of markets and financial planning for their viability. Professionals in finance are involved with a myriad of issues in investments, planning and risk.

Finance provides a framework for weighing risks and rewards, and develops essential problem solving skills. It systematically analyses information and uses it to make and test predictions. However, because these activities are not exact there is frequently no "right" answer. Therefore, science-based approaches plus intuition and experience play a role.

Finance also recognises that all financial decisions affect people. This human factor contributes to the uncertainty that is inherent in Finance and that helps to make it a challenging, yet highly rewarding career.

Career opportunities

A major in Finance is a passport to a highly paid career.

- You will develop critical, analytical and managerial skills that can be applied to any situation.
- You will often have to make swift decisions about large amounts of money. You will learn to rapidly identify and assess choices and cope in any financial situation.

Finance graduates work in New Zealand and throughout the world in:

- Investment banks
- Trading banks
- Share-broking firms
- Government departments
- Chartered accounting firms
- Professional organisations
- Research units
- Investment consultancies
- International agencies, or as specialists in the private sector.

What you need to study

For a Bachelor of Commerce (BCom) majoring in Finance you must complete the following papers (and also meet BCom degree requirements including the completion of all BCom core BSNS papers):

100-LEVEL

BSNS 112 Interpreting Business Data
BSNS 114 Financial Decision Making
BSNS 115 Accounting and Information Systems
FINC 102 Business Mathematics

Note: Students need to achieve at least a C+ in 100-level prerequisite BSNS papers before moving into 200-level papers.

200-LEVEL

FINC 202 Investment Analysis and Portfolio Management
FINC 203 Financial Data Analysis
FINC 206 Fundamentals of Corporate Finance

300-LEVEL

FINC 302 Applied Investments
FINC 303 Financial Management
And two further 300-level FINC papers (may include one ACCT or ACFI 300-level paper)

The department is a participant in the University Affiliation Programme with CFA (Chartered Financial Analyst).

Contact

accountancyfinance@otago.ac.nz
otago.ac.nz/accountancyfinance
03 479 8060

Sustainable Finance BCom minor

The minor in Sustainable Finance is a powerful pairing for anyone trying to contribute to the global transition to a more sustainable economy, as financial decisions impact every aspect of society. The entire financial system, domestically and globally, is shifting quickly to incorporate environmental, social and governance considerations across its investments, services, products, and strategies. This selection of papers will build your sustainable finance skills and act as a strong signal to potential employers that you have developed these highly sought-after capabilities. You will learn how to evaluate climate change strategies and give recommendations to organisations in terms of their sustainability operations, strategy, investments and more.

The skills and knowledge you learn in this minor can be applied across a variety of industries, as each are facing sustainability challenges and interact with finance. Your specialist skill set will be broadly desired.

Career opportunities

Financial institutions are swiftly creating sustainable finance teams and positions, both locally and abroad, so there has been significant growth in the sustainable finance job market. Graduates will be well positioned to work as and with sustainable finance advisers, investment managers, consultants, analysts, planners and managers for policy, change, development and strategy. These roles cut across industries including financial services, energy, agriculture and government.

What you need to study

BSNS 114 Financial Decision Making

FINC 102 Business Mathematics

FINC 320 Sustainable Investments

MANT 337 Organisations and Sustainability

Plus any one of:

BSNS 112 Interpreting Business Data

STAT 110 Statistical Methods

STAT 115 Introduction to Biostatistics

And either:

FINC 202 Investment Analysis and Portfolio Management

Or both:

ECON 207 Environmental Economics and one of: EMAN 204 Energy Resources or ACCT 325 Corporate Sustainability Accounting and Reporting

(Students majoring in Finance must include both ECON 207 and one of EMAN 204 or ACCT 325, and are not permitted to count FINC 202 towards the Sustainable Finance minor. Students not majoring in Finance are required to take FINC 202.)

Contact

university@otago.ac.nz
otago.ac.nz
0800 80 80 98

Helena Rikiti

Bachelor of Commerce

Graduate at Forsyth Barr

"Sustainable finance is an emerging concern throughout the economy and in universities. One of my undergraduate papers was FINC 399: Sustainable Investing. We explored the difference between sustainable and traditional investments and how these might compare in the market. The content was quantitative, using world-recognised methodologies. We also heard from successful business people about their experiences with sustainable finance, both internally and externally to their companies. The underlying trend is that environmental, social, and governance (ESG) focused investments perform equally, if not better than traditional investments in the market.."

Human Resource Management
BCom major

Sophie Dempster
Bachelor of Commerce
Senior People and Culture Advisor at Anderson Lloyd

"I started my journey studying Management and Marketing. As I got to know the staff, and talk to them about my passions, they brought to my attention the idea of Human Resource Management as a major.

"The reputation of Otago, and especially the Business School, helps employers gain an understanding of the grad that they will be employing. Employers know that the Business School has high standards, and anyone who has completed an Otago business degree can be trusted to have not just theoretical but also practical knowledge."

People are the life blood of every organisation; without people, organisations cannot function. Human Resource Management (HRM) gives you the skills, knowledge and practice to motivate employees to excel.

HRM teaches you the underlying principles of managing people in organisations, from how to ensure the right talent is in the right place at the right time, to dealing with poor performance and conflict. Not only does a HRM major provide you with practical tools, it also explores the strategic role of HRM in an organisation and how HRM practice can support and influence the strategic direction of an organisation.

The skill set you will develop through the HRM major or minor is important in any role that involves working with and leading people. HRM at Otago will equip you with skills and knowledge that will kick-start your career and give you greater potential. People management skills are integral to the workplace of today, and will prepare you for the connected and collaborative workplace of tomorrow. HRM is perfect as a stand-alone degree or to complement other areas of interest.

Career opportunities

The HRM major and minor will give you the skill set to apply for HRM roles in large or small, public or private organisations. These usually begin with HR administrator roles, with progress through to advisors and managers. Alternatively you can specialise in areas such as employment relations, talent management, learning and development, or recruiting. The skill set in the HRM major will also enable you to enter graduate recruitment schemes.

What you need to study

For a BCom majoring in HRM you must complete the following papers (and also meet BCom degree requirements including the completion of all BCom core BSNS papers):

100-LEVEL
BSNS 111 Business and Society
MANT 101 Managing for Performance

200-LEVEL
MANT 250 Managing People
MANT 251 Managing Organisations
Plus one further paper from:
MANT 217 International Management
MANT 222 Interpersonal and International Business Communication
MANT 252 Developing Responsible Leadership

300-LEVEL
MANT 345 Strategic Human Resource Management
MANT 346 Employment Relations
Plus two further papers from:
MANT 330 Leadership
MANT 339 Human Resource Development
MANT 343 Negotiation and Dispute Resolution
MANT 347 Occupational Psychology

Contact

management@otago.ac.nz
otago.ac.nz/hrm
03 479 8129

Information Science BCom major

Information Science sits at the intersection of technology, people and organisations. It is a broad discipline that combines solid technical foundations with an understanding of the ways in which organisations use information.

Information Scientists analyse, develop, integrate, test and evaluate information systems. Information systems are omnipresent – every organisation vitally depends on usable and reliable information systems. Information Scientists also gather, prepare, model and interpret data to support informed decision making in organisations.

Information Science is an exciting and rapidly changing discipline – it requires strong foundations and a life-long approach to learning.

Career opportunities

People with Information Science skills are in high demand because of the vital role that information and information systems play in modern organisations. There are many and varied career opportunities in fields such as business management and analytics, science and data science, education, research, finance, health, manufacturing and automation, media production and user experience technology, music and entertainment, and engineering.

What you need to study

You can study Information Science either as a BSc major or a BCom major. For a BCom majoring in Information Science you must complete the following papers (and also meet BCom degree requirements including the completion of all BCom core BSNS papers):

100-LEVEL

COMP 101 Foundations of Information Systems

and one of

COMP 161 Computer Programming

COMP 162 Foundations of Computer Science

Students are exempt from COMP 161 if they have gained entry to COMP 162 by passing COMP 151 with a grade of at least B or via and Advanced Placement Test

200-LEVEL

INFO 201 Developing Information Systems 1

INFO 202 Developing Information Systems 2

INFO 203 Human-Computer Interaction and User Experience

INFO 204 Introduction to Data Science

300-LEVEL

INFO 301 Applied Project

INFO 302 Information Systems Strategy and Governance

Plus two further 300-level INFO papers

INFO 310 is the prerequisite for INFO 301

Contact

infoscience@otago.ac.nz
otago.ac.nz/informationscience
03 479 8142

Sam O'Connell

Bachelor of Commerce and Bachelor of Scienc
Application Support Developer, Intergen

"My time at Otago prepared me perfectly for working in the ICT sector. I gained relevant IT skills through my Information Science and Computer Science studies, and my BCom papers gave me valuable business insight. The personal mentoring I received was the icing on the cake!

"Even before graduating, I secured a role with Intergen's fast-paced Application Support Team. I now help support and enhance existing IT systems, as well as develop new business solutions. I use skills gained at Otago on a daily basis, from the technical coding skills, to being able to engage in meaningful conversations with clients regarding their business needs."

International Business BCom major

Buratat Sakultanapanich
Bachelor of Commerce
Global Corporate Banker – Local Corporations, JPMorgan Chase & Co.

"I expected only one thing as an international student at Otago, and that was to receive a world-class education – being taught by top-notch professors and learning on a state-of-the-art campus.

"My International Business degree has given me the ability to evaluate financial, managerial, economic, organisational and marketing issues in a global context. It allowed me to work with peers and professors from various majors and departments, which subtly enhanced my soft skills and agility."

International Business is about learning how to conduct business in the "global village", which requires a wide range of skills. You have to be able to conduct business not just in your own country but in many different countries, each of which has its own way of doing things.

That means being able to deal with the culture, language, law, institutions, companies and communities of different countries and understanding how the people from other cultures do business.

International Business is also about gaining a sound foundation in each of the basic business subjects – accounting, economics, finance, management and marketing – and then putting those into an international context. With this comprehensive training, a graduate can work in any arena of global business, including positions in international institutions. Understanding and being able to work comfortably in that environment is the mark of the leader of the future.

If you have an interest in culture, languages and business then International Business is a worthwhile option, and also offers excellent international student exchange opportunities.

Career opportunities

A degree in International Business will enable you to work in any area of business for any organisation in the international community. Examples of areas you could work in include:

- Finance
- Human resource management
- Foreign economic relations
- International trade and investments
- International marketing and business strategy
- Management consulting or operations
- Government departments, such as the Ministry of Foreign Affairs and Trade.

What you need to study

For a BCom majoring in International Business you must complete the following papers (and also meet BCom degree requirements, including the completion of all BCom core BSNS papers, plus any language/culture paper prerequisites as they apply):

100-LEVEL

BSNS 113 Economic Principles and Policy

MANT 101 Managing People

Plus 100-level language/culture paper requirements

200-LEVEL

ECON 201 Microeconomics

MANT 217 International Management
or
MANT 222 Interpersonal/International Business Communication

and one additional approved 200-level Commerce paper

Plus the appropriate 200- / 300-level* language/culture paper requirements

*Some language study options require students to complete papers at 300-level

300-LEVEL

ECON 302 International Trade

MANT 332 International Management
or
MANT 342 Global Business Strategy

MART 326 International and Export Marketing

and one additional approved 300-level Commerce paper

Contact

international-business@otago.ac.nz
otago.ac.nz/internationalbusiness
03 479 7371

Management BCom major

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

Management is the art of getting things done through people, and managerial 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-orientated person, Management at Otago will equip you with skills and knowledge that will kick-start your career, or help you advance up the corporate ladder.

Success in professions such as law, accountancy and other areas will lead individuals to the chance, first to manage themselves and other staff, and ultimately to manage a whole organisation. The people who make things happen in any area of life are managers and leaders.

Management explores a diverse range of topics that provide you with a broad preparation for dealing with the dynamics of managing in complex organisations. You will learn about organisation-wide issues, such as competitive positioning, managing new technologies, shaping organisational cultures, and the skills needed by individual managers to plan, lead, organise and control these issues.

The introductory management programme is structured so you receive an introduction to planning and organising as well as the human elements of managing. Further courses consider management functions, providing you with an introduction to:

- Human resource management
- Employment relations
- Operations management
- Supply chain management
- Organisation theory
- International management
- Communications
- Leadership
- Entrepreneurship
- Organisational psychology
- Strategy and innovation.

You can choose to specialise in a specific area of Management or take a generalist approach and select a variety of topics according to your individual interests.

Career opportunities

Management majors can expect to develop a career in a range of fields

These may include:

- Business development
- Employment relations
- Human resource management
- Industrial and organisational psychology
- International management
- Organisational communications
- Operations management
- Policy analysis
- Strategic management
- Training and development.

What you need to study

For a BCom majoring in Management you must complete the following papers (and also meet BCom degree requirements including the completion of all BCom core BSNS papers):

100-LEVEL

BSNS 111 Business and Society

MANT 101 Managing for Performance

200-LEVEL

MANT 250 Managing People

MANT 251 Management and Organisations

Plus one further 200-level MANT paper

300-LEVEL

Four 300-level MANT papers

Contact

management@otago.ac.nz

otago.ac.nz/management

03 479 8129

Ambro Lynch

Bachelor of Commerce

Senior Biosecurity Inspector at i4

"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. This pairing 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."

Marketing BCom major

Moriah Osborne

Bachelor of Commerce and Bachelor of Music

Graduate Policy Advisor at Ministry of Business, Innovation and Employment

"Business had always interested me, and a Bachelor of Commerce in Marketing seemed like a good fit due to its combination of analytical skills, 'big picture' strategy and creativity.

"The Marketing department has been fantastic. Many opportunities have naturally evolved through discussions with staff due to their willingness to help students and their business connections."

Marketing looks at the world from the point of view of both producers and consumers. Producers need to know what consumers want and consumers need to know how, where and when their wants will be met. This is especially important to understand in a world full of an ever increasing variety of goods and services. At the same time we need to understand that consumption contributes to the depletion of resources and an increase in social inequalities. We believe that marketing's role, therefore, is to help consumers and producers to work together in each others best interests and for the common good of society.

Are these products sustainable? What do we mean by value? How does advertising work? Why do people buy things? Are customers always right? How are products different from services? What is a brand? What effect is social media having on consumption? Can consumers influence producers to work differently? These are marketing questions and answering them helps us to understand, influence and better meet the needs of people and society.

Marketing influences just about every industry and organisation you can think of, including professions such as accounting, law, medicine, engineering and those in the sciences, providing them with an essential commercial perspective and an understanding of the importance of building honest relationships.

You'll learn transferable skills that will be useful to you wherever you go; for example, group work, communication, analysis, negotiation and management skills. Above all, Marketing is fun and relevant to everyday life.

Career opportunities

Marketing is people-oriented and it offers careers that are exciting, challenging and rewarding. Because Otago's courses are so broad-based, our graduates are well-equipped to work in a huge variety of roles within organisations large and small across the private, public and not-for-profit sectors.

Some of our graduates begin their careers as part of a formal graduate training programme with such well-known companies as Fonterra or Fisher & Paykel Healthcare.

Others choose to work for smaller organisations offering equally stimulating career opportunities ranging from sales to advertising, or market research to market analysis.

As a marketer, you can expect to find employment in some of the following areas:

- Sales
- Public relations
- Product and brand management
- Distribution and logistics
- Market analysis
- Advertising
- Consumer behaviour
- Research.

What you need to study

For a BCom majoring in Marketing you must complete the following papers (and also meet BCom degree requirements including the completion of all BCom core BSNS papers):

100-LEVEL

BSNS 112 Interpreting Business Data

MART 112 Marketing Management

200-LEVEL

MART 212 Understanding Markets

Plus two of:

MART 201 Integrated Marketing Communications

MART 210 Consumer Behaviour

MART 211 Products to Market

300-LEVEL

MART 301 Strategic Marketing Management

And three further 300-level MART papers

Contact

marketing@otago.ac.nz

otago.ac.nz/marketing

03 479 7697

Sustainable Business BCom minor

Sustainability is becoming a crucial component of most organisations, and there is huge demand for graduates with specialised sustainability knowledge.

The minor in Sustainable Business will give you an understanding of the social, ethical, and environmental implications of managing business organisations. You will develop the depth of knowledge needed to provide recommendations for sustainable operations and strategy, and ultimately make a difference in both New Zealand and the world.

The skills and knowledge you learn in this minor can be applied across a variety of industries such as energy, farming, education, health and government. Most larger organisations in Aotearoa New Zealand now have some form of sustainability role so you will have a great selection of career opportunities.

This minor will appeal to students who are environmentally, ethically and societally minded and who want to do good in the world. The selection of papers focus on issues surrounding sustainable business, ethics and indigenous approaches to dealing with environmental pressures

These will provide you with a breadth and depth of knowledge to support good organisational citizenship and allow you to make a difference in both New Zealand and the world.

The call for businesses to become more sustainable is ever-increasing. Gain the sought-after skills and knowledge needed to help organisations tackle one of the key issues of our time – how to manage an organisation to maximise benefits to society, while minimising the impact on the natural environment. This minor will enhance your employability, by providing you with the opportunity to apply sustainability concepts to business, a skill highly sought after by graduate employers.

Career opportunities

The job opportunities in sustainable business are increasing fast, with a strong market for the skill set developed through this programme.

The minor in Sustainable Business will prepare students for a variety of careers. Graduates will be well positioned to work as and with sustainability advisers, consultants, analysts, planners and managers for policy, change, development and strategy. These roles cut across industries such as energy, farming, education, health and government.

What you need to study

BSNS 111	Business and Society
MANT 252	Developing Responsible Leadership
MANT 337	Organisations and Sustainability

Plus two of:

MANT 331	Business Ethics
MANT 340	Indigenous Management and Organisation
ENVI 111	Environment and Society
ENVI 211	Environmental History of New Zealand
ENVI 311	Understanding Environmental Issues
ENVI 312	Interdisciplinary Aspects of Climate Change
ACCT 325	Corporate Sustainability Accounting and Reporting
FINC 320	Sustainable Investing
PHIL 235	Environmental Philosophy
MATS 204	Treasure or Trash: Sustainability of Materials
ECON 207	Environmental Economics
ECON 303	Economics of Developing Countries
ECON 317	Urban and Regional Economics
ECON 351	Special Topic: Economics of Households and Wellbeing
TOUR 306	Ecotourism and Sustainable Development

Contact

university@otago.ac.nz
otago.ac.nz
0800 80 80 98

Sam Clarke

Bachelor of Commerce

"I knew studying a Bachelor of Commerce from the University of Otago would increase my probability of employment once graduated. Aside from the academic benefits Otago has to offer, I was also drawn to the city. I was drawn to the city by the student cultural and experiences Dunedin has on offer.

"Sustainable business is becoming more of a necessity than an option due to the current social, ethical and environmental issues we are experiencing globally. It is important that all businesses operate sustainably to decrease the amount of harm caused to our ecosystem from the production of goods and services."

Philosophy, Politics and Economics (PPE)
BCom major

Danielle Lucas
Ngāi Te Rangi, Ngāti Ranginui
Bachelor of Arts (PPE) and Bachelor of Laws
Analytics Lead at Nicholson Consulting

"I really enjoy variety and it was cool to dip in and out of a number of different topics and then see where they overlapped – you'd learn something in Economics and then go to a Politics lecture and see how that information applied in a different discipline. Seeing things from different perspectives certainly has a lot of 'real-world' relevance for me in my current role. My work covers a broad range of issues, and it is interesting to see how advice I've contributed to is used to make policy and funding decisions."

In Philosophy, Politics and Economics (PPE) we prepare you to solve the world's problems by combining the analytical reasoning of philosophy, the social insight of political studies and the methodological rigour of economics. In this interdisciplinary major you complete a challenging course of study in logic, ethics, collective action, human behaviour, political theory, economics and the history of ideas.

Developed originally at Oxford, and available only at Otago in New Zealand, our PPE programme includes a foundation in the classic texts of the human sciences, engagement with the best new ideas about society and analysis of present-day policy challenges. Each disciplinary area informs the other: financial markets, for example, are regulated by more or less democratic states, whose policies are in turn grounded on a variety of often conflicting ethical, social and economic principles. Today's policy challenges are more complicated than ever, and PPE's interdisciplinary course of study prepares you to meet them.

The programme includes core seminars, third-year independent research seminars, tailored opportunities for international exchange and research internships.

Career opportunities

Graduates with a PPE degree go on to apply their analytical skills in many different fields. Recent graduates are working as diplomats, journalists, lawyers, project managers, academics, business executives, entrepreneurs, accountants and policy analysts. There are PPE graduates in entertainment, tourism and information technology. Those in government work at the Supreme Court and at the Ministries for the Environment, Social Development and Inland Revenue, among many others. You can find people with Otago PPE degrees in government, industry, academia and civil society around the world.

What you need to study

For a BCom majoring in Philosophy, Politics and Economics you must complete the following papers (and also meet BCom degree requirements including the completion of all BCom core BSNS papers):

100-LEVEL
BSNS 113 Economic Principles and Policy
ECON 112 Principles of Macroeconomics
PHIL 105 Critical Thinking
And one 100-level POLS paper (POLS 102 New Zealand Politics: Introduction recommended)

200-LEVEL
PHPE 201 Political Economy
ECON 201 Microeconomics
or
ECON 271 Intermediate Microeconomic Theory
One further 200-level ECON paper
One 200-level POLS paper
One 200-level PHIL paper
And one further 200-level ECON, POLS or PHIL paper

300-LEVEL
MANT 331 Business Ethics
Two 300-level ECON papers
One 300-level POLS paper
One 300-level PHIL paper
And one further 300-level PHPE, ECON, POLS or PHIL paper (CLAS 340 may be substituted for one 300-level PHIL paper)

Contact

ppe@otago.ac.nz
otago.ac.nz/ppe
03 479 8727

Tourism BCom major

Be a part of the future of Tourism in New Zealand and shape the international stage. The Tourism sector offers you the opportunity to drive change and innovation, while focussing on sustainable practices and mutual benefit for local communities.

At Otago you will go beyond conventional thinking and explore all aspects of the industry. Studying Tourism is about understanding why people travel and how they behave away from home. It is about understanding ourselves, as tourists and travellers, the destinations we visit and the role tourism can play in local, national and global economies. We focus on local and international tourism perspectives so that we can understand the big picture as well as the day-to-day tourism operations.

Tourism is a diverse subject that allows you to gain a solid base of skills before beginning to specialise in your areas of interest. We cover theory and concepts, and back these up with industry-related, applied examples that range in scale from the international to the national, regional and local.

Our tourism papers are taught by an international staff, many with industry-related experience, promoting current thinking based on their own research.

Career opportunities

Studying Tourism unlocks a wide range of exciting and dynamic career opportunities in New Zealand and across the globe. With a degree in Tourism, you can work in all fields of tourism, hospitality, entertainment and leisure. Tourism is a very resilient industry with multiple dynamic opportunities for graduates.

Past graduates have become:

- Marketing co-ordinators
- Events and meetings co-ordinators
- Economic development officers
- Accommodation and restaurant/business managers
- Operation co-ordinators or managers
- Museum curators
- Staff in tourism organisations – e.g. Tourism New Zealand
- Tour guides and operators
- Self-employed
- Researchers, academics, policy makers and planners.

What you need to study

For a BCom majoring in Tourism you must complete the following papers (and also meet BCom degree requirements including the completion of all BCom core BSNS papers):

100-LEVEL

TOUR 101 Introduction to Tourism

TOUR 102 Global Tourism
or
TOUR 103 Introduction to Hospitality

200-LEVEL

TOUR 217 Tourist Behaviour

TOUR 218 Tourism and Hospitality Enterprise Management

TOUR 219 Destination Management

300-LEVEL

Four 300-level TOUR papers

The Tourism, Languages and Cultures major in the Bachelor of Arts degree offers students an opportunity to gain skills to work with people from other cultures in tourism and related business settings. It provides the necessary language literacy and cultural understanding, and cross-cultural perspectives, while also providing a solid grounding in tourism as a social phenomenon and global industry.

Contact

tourism@otago.ac.nz
otago.ac.nz/tourism
03 479 8520

Merekara Warrington

Bachelor of Commerce and Bachelor of Arts

Administrate Professional at NEO International Partners

"The completion of a Bachelor of Commerce, majoring in Tourism, and a Bachelor of Arts, majoring in Māori Studies, inspired me to pursue employment in a space where I could blend my knowledge of Māori culture with the potential benefits that tourism could offer. I was also very interested in utilising my learning within my tribe.

"These two degrees showed my current employers that I was motivated, passionate and disciplined to commit to four years of studying."

Entrepreneurship minor

Claire Lau
Bachelor of Commerce
Category Manager at Unilever

"Studying Entrepreneurship gave us the opportunity to create and produce our own ideas and products. I also thrived at the challenge of working and collaborating with many different people.

"The entrepreneurial skill set has allowed me to be more creative and taught me to plan carefully and be well prepared. You and your plans have to be flexible and adapt to changes and challenges."

Entrepreneurs create new products and services. Exceptional entrepreneurs disrupt and change entire markets, creating new industries. Studying entrepreneurship grows your capacity to add value. Value can be measured in many different ways depending on context. Growing your entrepreneurial capacity sets you up to tackle important challenges in business, economic, environmental and social contexts.

Some people say that entrepreneurs are born rather than made. Research has shown, however, that entrepreneurs learn to do what they do. Their success depends largely on their business skills and learned entrepreneurial behaviours.

To gain business skills and grow your entrepreneurial behaviours, study Entrepreneurship as a minor. Nurture your can-do spirit, skills and mindset.

Be your own boss. Generate more value and share it with the world by applying your entrepreneurial capital to form startups or make a small business or large organisation more innovative.

Career opportunities

Entrepreneurship is a great choice for a minor. Developing an entrepreneurial mindset enables you to be a proactive self-starter and a creative problem solver, adding value to any profession.

Career opportunities include:

- Business startups in any industry, including education, technology, food, health care and many more
- Venture capital and startup investing
- Recruitment management
- Business consulting
- Creative project management
- Project management
- Content marketing
- National retail management
- Production management
- Event organising
- Accounting management.

What you need to study

Entrepreneurship as a minor can be paired with a broad range of majors, including BCom, BA, MusB, BPA, BTheol, BSc, BAppSc, BHealSc, BACom, BASc or BComSc degrees.

Completing the following five papers earns you a minor in Entrepreneurship:

100-LEVEL
BSNS 115 Accounting and Information Systems
MART 112 Marketing Management

200-LEVEL
MART 212 Understanding Markets
or
any other 200-level Commerce paper

300-LEVEL
MANT 303 Entrepreneurship
MANT 301 Managing Innovation and Growth
or
MART 306 Innovation and New Product Development

The Master of Entrepreneurship (MEntr) enables graduates and professionals to pursue the study of entrepreneurship at the postgraduate level. As a MEntr student, you will develop rigorously defined business objectives and learn analytic tools to make a business case and raise financing for a new venture.

Contact

management@otago.ac.nz
otago.ac.nz/management
03 479 8125

Hospitality minor

The Hospitality minor provides the fundamentals of business operation that set the hospitality sector apart from other business sectors. Issues include co-creation of tangible and intangible products and services, the significance of human resource management, impacts of seasonality and managing yield, and the unique nature of distribution for hospitality products and services.

The papers specified for the minor allow students to study aspects of hospitality relating to the business of wine, tourist behaviour, sport tourism management, accommodation management, events and conventions management, and foodservice industry management.

Students are not only introduced to these key business concepts, but also to the philosophical and theoretical underpinnings of the phenomenon of hospitality; this is what sets the minor apart from other courses in hospitality.

What you need to study

100-LEVEL

TOUR 103 Introduction to Hospitality

200-LEVEL

TOUR 218 Tourism and Hospitality Enterprise Management

300-LEVEL

TOUR 303 Tourist Accommodation Management

or

Tour 304 Event and Conventions Management

Plus two further papers from

TOUR 214 Introduction to Wine Business

TOUR 216 Sport Tourism

TOUR 217 Tourist Behaviour

TOUR 303 Tourist Accommodation Management

TOUR 304 Events and Conventions Management

HUNT 244 Foodservice Environments

Career opportunities

The minor will be of interest to students interested in the accommodation, events, and food and beverage sectors, or in running their own hospitality businesses in the future. Career opportunities can include, but are not limited to:

- Hotel management – sales and marketing, front office, reservations, revenue
- Event management – business and corporate events, exhibitions and convention events, private events such as weddings and celebrations
- Food and beverage management – sales, quality assurance, regional outlet management
- Online travel company roles – market development, pricing and revenue, marketing and sales.

Contact

tourism@otago.ac.nz
otago.ac.nz/tourism
03 479 8520

Varsha Rani

Bachelor of Arts (Film and Media Studies)
Client, Customer and Events Co-ordinator, Ticket Rocket NZ

"Studying hospitality doesn't mean you are "locked in" to that industry. It gives you skills that you can apply to any role, and qualifications that are not just valued in New Zealand – they will be recognised wherever you are in the world.

"Otago is renowned for its hospitality and tourism industry. It's the perfect place to be studying and experiencing what the rest of the world is in awe of."

Scholarships
Ngā karahipi

The University of Otago offers a variety of Business-specific, new-entrance and undergraduate scholarships.

New entrance scholarships

The University of Otago Richard and Diana Somerville Commerce Entrance Scholarships

Established in 2022 from a generous gifting of funds from Richard and Diana Somerville, this $10,000 scholarship supports students who face significant financial and life challenges in attending university to pursue a degree in Commerce at the University of Otago.

Undergraduate scholarships

KPMG Fulfilling New Zealand's Prosperity Scholarships

Two scholarships from KPMG are available to Accountancy and Finance students. These scholarships are awarded annually on the recommendation of the School's Pro-Vice-Chancellor, and after consultation with academic staff. The value of the scholarships will normally be NZ$1,000 and, separate to the monetary award, KPMG will fast track an interview or assessment day for each prize recipient.

Deutsche Bank Financial Markets and Investment Banking Scholarship

Up to two scholarships are awarded annually to full-time students in their penultimate year of either a bachelor's degree with honours or combined honours in Economics, Finance, Accounting, or Economics and Statistics; or a double degree in Law and Commerce, where the major subject for the Commerce degree is one or more of Economics, Finance, Accounting, or Economics and Statistics. $2,500 per year for two years.

Chartered Financial Analyst® (CFA) Institute's Scholarship Program

The CFA Program is a globally-recognised standard for measuring the competence and integrity of financial analysts. Its curriculum develops and reinforces a fundamental knowledge of investment principles. Three levels of examination measure a candidate's ability to apply these principles at a professional level. The CFA exam is administered annually to more than 100,000 candidates in over 90 nations, including New Zealand. Up to five student scholarships are available for University of Otago students to become new CFA candidates at Level I, with students paying a substantially reduced cost. This covers the registration for the CFA Program and enrolment for the Level I exam.

Student Exchange Scholarships

Westpac Travelling Scholarships

Awarded to students studying for degrees and diplomas within the Otago Business School who have been accepted for the University's exchange programmes in a school on the current Approved Exchange Partners List and who show a capacity for leadership and responsibility in business, community or educational affairs. The level of award can be up to $3,000.

Postgraduate business programmes
Hōtaka Pakihi Tāura

Postgraduate study at the Otago Business School offers you the opportunity to gain advanced qualifications in your chosen business field. You will have access to research-informed teaching and supervision by world leaders in their fields – vital to ensuring your qualification will be acknowledged internationally as being of the highest quality.

Go wide or go narrow

No degree? No worries. Many of our postgraduate business courses are open to students with a range of degrees, or no degree but relevant work experience.

Distance learning with Otago Business Live

Study when it suits you – at a time and place that fits with your schedule and commitments. All you need is a computer, laptop or tablet with internet access, and you are good to go.

otago.ac.nz/business/distance

Which course suits you and your background if you have:

Undergraduate specific degree	Any degree	Alternative experience, no degree	Distance/block courses	On Campus
MBusDataSc	PGCertDigHeal	PGCertDigHeal	PGCertDigHeal	MBA
MCom*	PGDipDigHeal	PGDipDigHeal	PGDipDigHeal	MBusDataSc
MEcon	MBA	MBA	MBA	MEcon
MFinc	MEntr	MEntr	MBusDataSc	MEntr
MMart***	MIntbus		MEntr	MFinc
DBA*	MProfAcct		MSusBus	MIntBus
PhD**	MSusBus		DBA	MMart
	MTour			MProfAcct
				MSusBus
				MTour

* Business degree ** Postgraduate Business degree *** Relevant degree

Research programmes

Master of Commerce (MCom)

This degree allows for the development of individual research. Normally starting with a sound background of coursework, students will have the opportunity to contribute to existing fields or to begin to develop new areas of research.

otago.ac.nz/mcom

Otago DBA (Shanghai or New Zealand)

Resolve critical problems for businesses and industries through the application of research and theory in a practical business environment. Continue to work while you study and find solutions to specific business challenges within your own workplace as part of your degree.

The Otago DBA is delivered via distance learning and on-campus workshops in English from Dunedin, and in Chinese or in English with Chinese translation from China (in conjunction with Shanghai Jiao Tong University Overseas Education College).

otago.ac.nz/dba

PhD

The Doctor of Philosophy is the highest degree offered by the University of Otago. It is awarded on the submission of a thesis, which must meet rigorous standards. It requires highly developed academic ability, independence and perseverance. Most students take between three and four years of full-time study to complete their PhD.

otago.ac.nz/phd

Taught degrees

Otago MBA (New Zealand or China)

Established in 1976, the Otago MBA programme is ranked #1 in New Zealand*. The programme emphasises practical application of business theories through case studies, live cases and professional consulting engagements. Students enjoy diversity in class and a rigorous curriculum with strong elements of international business. Graduates are prepared for careers anywhere in the world. The programme is delivered on-campus or online with the Otago MBA online programme ranked #10 globally.** The online MBA programme is taught in both English and Chinese (supported by Beacon Education) with both versions commencing two intakes a year.

*QS Global MBA rankings 2021 Top NZ MBA.
**QS Online MBA Rankings 2020.

otago.ac.nz/mba

Master of Business Data Science (MBusDataSc)

Good decision-making relies on data. We live in a vast and changing sea of data ("Big Data") that requires a broad set of skills to be understood, visualised, modelled and interpreted. This programme will develop individuals to play fundamental roles in a variety of business contexts using cutting-edge methods from statistics, computer science and information science.

otago.ac.nz/mbusdatasc

Master of Economics (MEcon)

The MEcon provides you with the skills needed by economic practitioners and policymakers, as well as researchers and PhD candidates in economics. This programme can be studied either full-time over 12 months, or part-time starting in either semester. It involves both coursework and a research dissertation.

otago.ac.nz/mecon

Master of Entrepreneurship (MEntr)

The MEntr provides a rigorous toolkit for aspiring entrepreneurs to start a business. Phase 1 is comprised of seven one-week intensive papers on campus. Phase 2 involves a "business incubation report" where you put your learning into action, bringing you a step closer to launching your own venture. This 15-month programme is ideal for professionals or recent graduates who require flexibility or wish to continue working while they study.

otago.ac.nz/mentr

Master of Finance (MFinc)

This 12-month qualification equips you to follow careers in the finance industry and as financial specialists in non-finance corporations. The MFinc suits strong graduates of quantitatively-oriented degrees such as mathematics and statistics, physics, engineering and economics.

otago.ac.nz/mfinc

Master of International Business (MIntBus)

Acquire the knowledge and practical skills to work across cultural boundaries in the expanding global business environment with our 12-month MIntBus programme. The world may feel smaller, but the complexities of developing constructive cross-border and cross-cultural business relationships remain. We offer a range of papers across business disciplines, including language papers if you have appropriate foreign language abilities.

otago.ac.nz/mintbus

Master of Marketing (MMart)

Choose between an academic or industry-focused research project, and prepare yourself for a professional marketing career in the public or private sector. The MMart can be completed in 12 or 18 months, and encompasses both coursework and independent research.

otago.ac.nz/mmart

Master of Professional Accounting (MProfAcct)

Upon completion of this qualification, you can gain professional membership in industry associations such as Chartered Accountants Australia and New Zealand (CAANZ) and CPA Australia. We provide graduates with an opportunity to pursue professional accreditation through an intensive 18-month course of study and applied research.

otago.ac.nz/mprofacct

Master of Sustainable Business (MSusBus)

Gain an interdisciplinary advanced qualification that deals with the big issues of today – sustainability, climate change and resource scarcity. Drawing on emerging and cutting edge research in the field, this programme positions graduates for a range of careers, including sustainability managers, business analysts (including for low carbon), sustainable business consultants and sustainability advisors.

otago.ac.nz/msusbus

Master of Tourism (MTour)

Gain a high level of critical understanding of tourism phenomena from social, commercial and environmental perspectives. This 12-month programme will advance your presentation skills and grounding in pertinent research, so you can actively participate in the tourism industry, associated governmental and non-governmental institutions, and/or academia to become the leaders of tomorrow.

otago.ac.nz/mtour

Postgraduate Digital Health (PGCertDigHeal and PGDipDigHeal)

Healthcare systems are increasingly dependent on data, technology and digital solutions, while at the same time consumers expect to use personalised digital technologies to enhance their own individual health and well-being. Future roles for healthcare professionals will include the provision and transformation of services using digital technology. There is an identified shortage of people with the right skills to meet the growing demand for specialists in digital health. These two programmes will help develop extensive knowledge of technology and skills relevant to digital health theory and practice, and the enhanced ability to integrate this information into the health sector. A certificate can be completed in a minimum of six months, and diploma in 12 months.

otago.ac.nz/digitalhealth

Māori student support
Taunaki ākonga Māori

The Business School is committed to supporting the aspirations of Māori students as they study towards their business qualification, as well as a pro-active,
co-ordinated approach to growing Māori and indigenous economies through the strengthening of relationships with iwi partners and Māori businesses. Staff in the School are focused on the success of Māori students, the provision of a high quality curriculum relevant to each programme, the identification of internships of value to both students and businesses, as well as exploring innovative business and research opportunities.

Our staff can help you with any questions you may have regarding your academic studies or any other support you may need. They can also provide information about on-campus services available to students, including:

- Scholarships and grants
- Academic Orientation
- Student support groups
- Supplementary tutorials
- Study skills and exam preparation classes
- Divisional support
- Peer study groups
- Mentoring
- Welfare advice
- Iwi/community networks.

otago.ac.nz/business/maori

The Māori Centre – Te Huka Mātauraka

The University of Otago has a well-established Māori Centre, Te Huka Mātauraka, which operates from a kaupapa Māori base and offers support services for all students of iwi descent. The Centre encourages Māori students to participate and succeed in tertiary education and offers support for the academic, cultural and social needs of Māori students, from pre-enrolment through to graduation.

The Business School has strong links to Te Huka Mātauraka, but it also provides advice and support to Māori students studying business through the services offered by our Kaiāwhina Māori and departmental Kaiāwhina (Māori student liaison staff in each department). Their role is to make your time in the Business School as productive and successful as possible. If you have any questions, need help or want to meet other Māori business students, help is never far away.

Te Tai Tuarā

Te Tai Tuarā, the Māori Commerce Students' Association, is another form of support for Māori students in the School.

otago.ac.nz/tetaituara

Pacific Islands student support
Taunaki ākonga Pasifika

The Otago Business School extends a warm Pacific greeting to all Pacific students considering studying at the University of Otago. We know we can offer you the skills, education and experiences to help launch your business career. Whether you decide to return home after graduation, remain in New Zealand or travel overseas, your time at Otago will allow you to conduct business in an ever-growing global market place.

Our Pacific Academic Advisor can provide support to help you achieve your academic goals and fit in at Otago. They also offer pastoral care and can liaise with academic departments and other student support services across the University.

Pacific Commerce Students' Association (PCOM)

- Do you identify as Pacific?
- Do you plan to study at the Otago Business School?
- Need help with your studies?
- Need advice on scholarships and grants?
- What about extra tutorials or study skills?

PCOM will help you stay connected and will help navigate your way on your academic journey. They are based in the Pacific room on the ground floor of the Business School next to Te Tai Tuarā and the Commerce Students' Association.

otago.ac.nz/business/pacific

Pacific Islands' Centre

The Pacific Islands' Centre also offers academic support and pastoral care for Pacific students. They can help make your transition to University a memorable and enjoyable journey.

Throughout the year, the Centre offers students many academic and social opportunities to interact with other Pacific students, network with community leaders and have a home away from home experience.

The University's motto is "Sapere Aude", which in English translates to "Dare to be wise", and it's a true reflection of what Otago is all about. The Pacific Islands' Centre provides all the means to enable you to dare yourself to be wise!

The staff and students at the Centre will welcome you as family and will make sure you return to your family with your "mission accomplished".

otago.ac.nz/pacific

Contact us
Whakapā mai

AskOtago

AskOtago is your one-stop shop for all questions about studying at Otago.

You can find answers with our searchable knowledgebase, or call, email or chat with us.

You can also find us at our hub in the Information Services Building, or at one of our other hubs around campus.

ask.otago.ac.nz

Schools' Liaison Officers

Our liaison staff visit secondary schools around New Zealand to provide you with information and advice about courses and life at Otago.

otago.ac.nz/liaison

Course advice

Course advice is available as many times as you need throughout your time at Otago.

otago.ac.nz/courseadvice

Useful additional information

Your future in Business starts at Otago

otago.ac.nz/business

General information for new students

otago.ac.nz/future-students

Applying to study at Otago

otago.ac.nz/enrolment

Accommodation at Otago

otago.ac.nz/accommodation

Locals Programme

otago.ac.nz/locals

Te Huka Mātauraka – the Māori Centre

otago.ac.nz/maoricentre

Pacific Islands Centre

otago.ac.nz/pacific

The Division of Commerce Māori and Pacific support teams provide dedicated ongoing support to students throughout their academic studies.

Māori Business Student Support

The Business School is committed to supporting the aspirations of Māori students as they study towards their business qualification, as well as a pro-active, co-ordinated approach to growing Māori and indigenous economies through the strengthening of relationships with iwi partners and Māori businesses. Staff in the School are focused on the success of Māori students, the provision of a high-quality curriculum relevant to each programme, the identification of internships of value to both students and businesses, as well as exploring innovative business and research opportunities. Our staff can help you with any questions you may have regarding your academic studies or any other support you may need. They can also provide information about on-campus services available to students, including scholarships and grants, academic Orientation, student support groups, supplementary tutorials, study skills and exam preparation classes, divisional support, peer study groups, mentoring, welfare advice and Iwi/community networks.

otago.ac.nz/business/maori

Pacific Business Student Support

The Business School extends a warm greeting to all Pacific students considering studying at the University of Otago. We know we can offer you the skills, education and experiences to help launch your business career. Whether you decide to return home after graduation, remain in New Zealand or travel overseas, your time at Otago will allow you to conduct business in an ever-growing global market place. Our Pacific Student Support team can help you achieve your academic goals and fit in at Otago. They also offer pastoral care and can liaise with academic departments and other student support services across the University.

otago.ac.nz/business/pacific

UNIVERSITY of OTAGO
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