

Faculty of Commerce

- a. At least 225 points must be for courses above 100-level.
- b. At least 90 points must be for courses at 300-level.
- iii. a candidate must also satisfy the requirements for a Major as listed in Schedule B.

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- (a) Subjects: The degree of Bachelor of Commerce is awarded with a major in:
 - i. Accounting; Economics; Finance; Human Resource Management; Information Systems; International Business; Management Science and Operations Management; Marketing; Strategy and Entrepreneurship; Taxation and Accounting.
 - ii. Students who enrolled in the Bachelor of Commerce prior to 2011 may graduate with a Bachelor of Commerce endorsed in the following subjects: Accounting; Computer Systems and Networks; Economics; Finance; Human Resource Development; Information Systems; International Business; Marketing; Operations Research; Software Development; Strategic Management. minimum total value of 360 points and
 - a. at least 255 points must be from courses listed in Schedule C to the Regulations for the degree of Bachelor of Commerce;
 - b. at least 75 of these 255 points must be from Schedule A to the Regulations for the degree of Bachelor of Commerce
 - c. up to 105 points (the balance of the 360) may be for courses from any degree of the University. These courses will be subject to the Regulations for the other degree.
 - iii. within the structure outlined in clause b(i), a candidate must pass courses to the value of:

2. A candidate exercising an option of enrolling in a course which is from the Schedule for another degree shall comply with the pertinent regulations for that degree relating to the course.

3. All students must satisfy Regulation A of the Admission Regulations.

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- 4. Subject to the approval of the Dean of Commerce, a student who has achieved a sufficient standard in a subject or subjects in the National Certificate of Educational Achievement (NCEA) or other comparable examination may be enrolled in one or more courses listed in the Schedule at 200-level without having passed the appropriate prerequisite of that course provided that:
 - (a) if the candidate is credited with the course, he or she shall not thereafter be credited with any prerequisite of that course, and
 - (b) if the candidate fails the course but in the opinion of the examiners attains the standard of a pass in another course at 100 or 200-level, he or she may be credited with a pass in such course or courses as the Dean of Commerce shall decide.

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5. Credit towards the degree

The Dean of Commerce may grant credit towards the degree from any tertiary or other qualification where the content and standard of such study are considered appropriate to the degree. Credit may be specified or unspecified, and will be at an appropriate level. Credit from a completed degree will not exceed a maximum of 120 points. Credit from an incomplete degree, diploma or other tertiary qualification will not exceed 224 points.

6. Credit towards the degree from other tertiary qualifications

In addition to the credits permitted under Regulation K1 of the General Course and Examination Regulations the following provisions apply.

- (a) Credit from LLB
 - i. A candidate for the degree of Bachelor of Commerce who is or has been enrolled for the degree of Bachelor of Laws and has been credited with LAWS 101 and LAWS 110 to the Bachelor of Laws, shall also have these courses credited to the degree of Bachelor of Commerce.
 - ii. A candidate who commenced the degree of Bachelor of Commerce prior to 2008 and who is or has been enrolled for the degree of Bachelor of Laws and has been credited with LAWS 331 and LAWS 332 and LAWS 312 to the degree of Bachelor of Laws shall have ACCT 256 credited to the Bachelor of Commerce. This shall apply until the end of 2011, whether or not ACCT 256 is an offered course.
- (b) Cross credit between BE(Hons) and BCom

A candidate for the degree of Bachelor of Commerce who is or has been enrolled for the degree of Bachelor of Engineering with Honours shall be permitted to cross-credit EMTH 201 or EMTH 202 or EMTH 210 or MATH 218 or ENME 230, if credited to the degree of Bachelor of Engineering with Honours, shall also be credited to the degree of Bachelor of Commerce.

7. Cross credit between BForSc and BCom

- (c) Cross credit between BForSc and BCom

A candidate for the degree of Bachelor of Commerce who is or has been enrolled for the degree of Bachelor of Forestry Science shall be permitted to cross credit up to 28 points (non-majoring) from the degree of Bachelor of Commerce to the degree of Bachelor of Forestry Science as a substitute for one FORE 400-level elective.

- (d) Cross credit between BCom and LLB limits a subsequent credit

A candidate who has enrolled for the Degree of Bachelor of Laws for the first time after 1975 and who has had LAWS 203 or 311 or 814 credited to the Degree of Bachelor of Laws or the Law Professional Course, may not subsequently have ACIS 152 and ACIS 252 or AFIS 151 credited to the degree of Bachelor of Commerce.

7.5. Transitional provisions

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Students who enrolled in the BCom for the first time after 2007 and prior to 2011 may complete the degree under the regulations that applied in the year they first enrolled in the BCom, or under the 2011 regulations. This transitional provision will lapse at the end of 2013.

Schedule A to the Regulations for the Degree of Bachelor of Commerce

Students intending to complete the BCom majoring in Accounting must be credited with five compulsory core courses and the following:

At least five 'core' courses selected from:

- (1) ACCT 102 Accounting and Financial Information
- (2) INFO 123 Information Systems and Technology
- (3) ECON 104 Introduction to Microeconomics or ECON 105 Introduction to Macroeconomics
- (4) MSCI 110 Quantitative Methods for Business or STAT 101 Statistics I
- (5) MGMT 100 Fundamentals of Management

Schedule B to the Regulations for the Degree of Bachelor of Commerce

Students intending to complete the BCom majoring in Accounting must be credited with five compulsory core courses and the following:

Students intending to complete the BCom majoring in Accounting must be credited with five compulsory core courses and the following:

Accounting

Students intending to complete the BCom majoring in Accounting must be credited with five compulsory core courses and the following:

100-

Required: ACCT 103

200-

Required: ACCT 211 and ACCT 222

300-

Required: At least 60 points from ACCT 311, ACCT 312, ACCT 316, ACCT 332, ACCT 340, ACCT 341, ACCT 342, ACCT 346, ACCT 356, ACCT 358 and ACCT 359

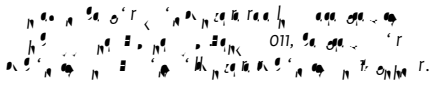
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Marketing

Students intending to complete the BCom majoring in Marketing must be credited with five compulsory

- FINC 323 Econometrics I
- FINC 331 Financial Economics
- FINC 344 International Finance

Information Systems



- INFO 123 Information Systems and Technology
- INFO 125 Introduction to Programming with Databases
- INFO 203 Information Systems Analysis and Design
- INFO 213 Object-Oriented Systems Development
- INFO 233 Foundations of Electronic Commerce
- INFO 243 Accounting Information Systems
- INFO 303 Management of Information Systems and Technology
- INFO 313 Information Systems Project Management
- INFO 330 Special Topic
- INFO 333 E-Business: Design, Management and Security
- INFO 360 Special Topic: Business Process Management
- INFO 361 Special Topic
- INFO 362 Special Topic
- INFO 363 Special Topic

Law

- LAWS 355 European Union Law

Management

Marketing

- MKTG 100 Principles of Marketing
- MKTG 201 Marketing Management
- MKTG 204 Marketing Research
- MKTG 204 Consumer Behaviour
- MKTG 230 Business, Society and the Environment
- MKTG 280 Statistical Methods for Management
- MKTG 301 Strategic Marketing
- MKTG 302 Advanced Marketing Research
- MKTG 303 Advertising and Promotion Management
- MKTG 310 Relationship Marketing
- MKTG 311 Retail Marketing

- MKTG 313 Services Marketing
- MKTG 314 Tourism Marketing and Management
- MKTG 315 Social Marketing
- MKTG 390 Professional Internship in Marketing

Mathematics and Statistics

These subjects are not available as a major for the BCom, but the courses can be counted towards the degree. A maximum of 60 points in Mathematics and Statistics at 100 and 200-level may be included in the 255 points required for courses in this Schedule. The 60 points at 300-level in a single subject, required in terms of Regulation 1b(iii)(d), may not include Mathematics and Statistics.

Schedule of Endorsements for the Degree of Bachelor of Commerce

To qualify for an endorsement in a given subject the following courses are required to be credited to the BCom degree programme.

Accounting

- (a) (ACCT 102 or ACIS 102), (ACCT 103 or ACIS 103), (INFO 123 or ACIS 123); and
- (b) ECON 104 or ECON 105; and
- (c) MGMT 100; and
- (d) MSCI 110 or STAT 101; and
- (e) (ACCT 152 or ACIS 152) or LAWS101; and
- (f) (ACCT 211 or ACIS 211), (ACCT 222 or ACIS 222), (ACCT 256 or ACIS 256); and
- (g) 60 points from (ACCT 311 or ACIS 311), (ACCT 312 or ACIS 312), (ACCT 316 or ACIS 316), (ACCT 332 or ACIS 332), (ACCT 340 or ACIS 340), (ACCT 341 or ACIS 341), (ACCT 342 or ACIS 342), (ACCT 346 or ACIS 346), (ACCT 356 or ACIS 356), (ACCT 358 or ACIS 358), (ACCT 359 or ACIS 359).

Computer Systems and Networks

- (a) (ACCT 102 or ACIS 102), (INFO 123 or ACIS 123); and
- (b) MGMT 100 and MSCI 110 or STAT 101; and
- (c) ECON 104 or ECON 105; and
- (d) COSC 121 and COSC 122; and
- (e) MATH 120; and
- (f) At least 44 points from 200-level COSC including (COSC 208 or ENCE 260) and (COSC 231 or COSC 264); and
- (g) COSC 331, COSC 332; and
- (h) 30 points from 300-level COSC.

Economics

- (a) (ACCT 102 or ACIS 102), (INFO 123 or ACIS 123); and
- (b) ECON 104 and ECON 105; and
- (c) MGMT 100; STAT 101; and
- (d) MATH 102 or MATH 199; and
- (e) ECON 201 or ECON 206; and
- (f) ECON 203 or ECON 208 or ECON 230 or ECON 231; and
- (g) 60 points from 300-level ECON.

Finance

- (a) (ACCT 102 or ACIS 102), (INFO 123 or ACIS 123); and
- (b) ECON 104 and MATH 102; and
- (c) MGMT 100; and
- (d) MSCI 110 or STAT 101; and
- (e) FINC 201, FINC 203; and
- (f) ECON 213 or STAT 202; and
- (g) ECON 203 or ECON 208 or ECON 230 or ECON 231; and
- (h) 60 points from 300-level FINC.

Human Resource Development

- (a) (ACCT 102 or ACIS 102), (INFO 123 or ACIS 123); and
- (b) MGMT 100, (MGMT 102 or MKTG 100); and
- (c) MSCI 101; and
- (d) ECON 104 or ECON 105; and
- (e) MSCI 110 or STAT 101; and
- (f) MGMT 206, MGMT 207, and MGMT 208; and

- (g) 60 points from (MGMT 301-309 or 330-339).

Information Systems

- (a) (ACCT 102 or ACIS 102), (INFO 123 or ACIS 123), (INFO 125 or ACIS 125); and
 (b) MGMT 100; and
 (c) ECON 104 or ECON 105; and
 (d) MSCI 110 or STAT 101; and
 (e) (INFO 203 or ACIS 203) and (INFO 213 or ACIS 213) and (INFO 233 or ACIS 233); and
 (f) (INFO 303 or ACIS 303) and (INFO 313 or ACIS 313) and (INFO 333 or ACIS 333).

International Business

The international exchange in Semester 2 of the second year is optional. Students require a GPA of 6.0 or more in courses required for the endorsement to be eligible to go on international exchange.

- (a) (ACCT 102 or ACIS 102), (INFO 123 or ACIS 123); and
 (b) MGMT 100; and
 (c) MGMT 102 or MKTG 100; and
 (d) ECON 104; and
 (e) MSCI 110 or STAT 101; and
 (f) 30 points at 100-level with the same prefix from (FREN, CHIN, SPAN, JAPA, GRMN, RUSS); and
 (g) ECON 209 or ECON 222; and
 (h) MGMT 204 or MKTG 204; and
 (i) MGMT 210 or MKTG 201; and
 (j) MGMT 212 or MKTG 202; and
 (k) MGMT 220 or (MGMT 221 and MGMT 222); and
 (l) MGMT 320, MGMT 324, MGMT 332; and MGMT 316 or MKTG 301; and
 (m) For students taking the optional international exchange, transfer of credit from approved courses at partner universities equivalent to between 45 and 60 points.

Marketing

- (a) (ACCT 102 or ACIS 102), (INFO 123 or ACIS 123); and
 (b) ECON 104; and
 (c) MGMT 100 and (MGMT 102 or MKTG 100); and
 (d) MSCI 110 or STAT 101; and
 (e) MGMT 204 or MKTG 204; and
 (f) MGMT 210 or MKTG 201; and
 (g) MGMT 212 or MKTG 202; and
 (h) MSCI 210 or MSCI 280 or MGMT 280 or MKTG 280; and

- (i) 90 points from MGMT 310-313, MGMT 316, MGMT 318, MGMT 340-341, MKTG 301-399, including at least two of MGMT 312, MGMT 316, MGMT 318, MKTG 301, MKTG 302 and MKTG 303.

Operations Management

- (a) (ACCT 102 or ACIS 102), (INFO 123 or ACIS 123); and
 (b) ECON 104; and
 (c) MGMT 100; and
 (d) MSCI 101; and
 (e) MSCI 110 or STAT 101; and
 (f) MSCI 201 or MSCI 202 or MSCI 204 or 15 points from 200-level MGMT; and
 (g) MSCI 210 or MSCI 280 or MGMT 280; and
 (h) MSCI 220 or MSCI 270 or MGMT 270; and
 (i) MSCI 221 or MSCI 271 or MGMT 271; and
 (j) MSCI 320 or MSCI 370 or MGMT 370; and
 (k) MSCI 321 or MSCI 371 or MGMT 371; and
 (l) MSCI 323 or MSCI 373 or MGMT 373; and
 (m) MSCI 302 or MSCI 324 or MSCI 372 or MGMT 372.

Operations Research

- (a) (ACCT 102 or ACIS 102), (INFO 123 or ACIS 123); and
 (b) ECON 104; and
 (c) MGMT 100, MSCI 101; and
 (d) MSCI 110 or STAT 101; and
 (e) INFO 125 or ACIS 125 or COSC 121; and
 (f) MATH 102 or MATH 199; and
 (g) MSCI 204 or (MSCI 201 and MSCI 202); and
 (h) MSCI 203 or MSCI 216; and
 (i) MSCI 221 or MSCI 271 or MGMT 271; and
 (j) MSCI 210 or MSCI 280 or MGMT 280 or MKTG 280; and
 (k) MSCI 301, MSCI 302; and
 (l) One of MSCI 320, MSCI 321, MSCI 323, MSCI 324, MSCI 340, MSCI 370, MSCI 371, MSCI 372, MSCI 373.

Software Development

- (a) (ACCT or ACIS 102), (INFO 123 or ACIS 123); and
 (b) MGMT 100; and
 (c) ECON 104 or ECON 105; and
 (d) MSCI 110 or STAT 101; and
 (e) MATH 120; and
 (f) At least 44 points from 200-level COSC, including (COSC 208 or ENCE 260), (COSC 224 or COSC 263), (COSC 226 or COSC 265); and
 (g) COSC 324, COSC 325; x) COSC 326 or COSC 365; and 15 points from 300-level COSC.

Strategic Management

- (a) (ACCT 102 or ACIS 102), (ACCT 123 and ACIS 123); and
- (b) ECON 104; and
- (c) MGMT 100 and (MGMT 102 or MKTG 100); and
- (d) MSCI 101; and
- (e) MSCI 110 or STAT 101; and
- (f) MGMT 206, (MGMT 210 or MKTG 201), (MGMT 212 or MKTG 202); and
- (g) 15 points from (MGMT 204 or MKTG 204), MGMT 207, MGMT 208, MGMT 209, (MGMT 220 or MGMT 221), (MGMT 270 or MSCI 220 or MSCI 270); and
- (h) MGMT 320; and
- (i) At least 60 points from MGMT 301, (MGMT 316 or MKTG 301), MGMT321, MGMT 324, MGMT 332, (MGMT 370 or MSCI 320 or MSCI 370).

Taxation and Accounting

- (a) (ACCT 102 or ACIS 102), (ACCT 103 or ACIS 103), (INFO 123 or ACIS 123); and
- (b) MGMT 100; and
- (c) ECON 104 or ECON 105; and
- (d) MSCI 110 or STAT 101; and
- (e) (ACCT 152 or ACIS 152) or LAWS 101; and
- (f) (ACCT 211 or ACIS 211), or (ACCT 222 or ACIS 222), and (ACCT 254 or ACIS 254); and
- (g) (ACCT 358 or ACIS 358), (ACCT 359 or ACIS 359); and
- (h) 30 points from (ACCT 311 or ACIS 311), (ACCT 312 or ACIS 312), (ACCT 316 or ACIS 316), (ACCT 332 or ACIS 332), (ACCT 340 or ACIS 340), (ACCT 341 or ACIS 341), (ACCT 342 or ACIS 342), (ACCT 346 or ACIS 346), (ACCT 356 or ACIS 356).

A candidate for the BCom(Hons) degree or the MCom degree shall normally be enrolled as a full-time candidate.

- (1) A candidate may be enrolled part-time with the approval of the Dean of Commerce.
- (2) A part-time candidate is one who, because of employment, health, family or other reasons, is unable to devote his or her full-time to study and research.

The table below sets out, for the postgraduate qualifications of the Faculty, the time limit for course requirements.

It should be noted that unless a different date is formally approved by the Academic Board, enrolment is considered to commence on 1 March.

Qualification	Year 1	Year 2	Year 3	Year 4
Graduate qualifications				
GradDipAcc&IS	12	12	24	48
GradDipBA	8 (min.)		48 (max.)	
GradDipMgt	12	12	24	48
GradDipEcon	12	12	24	48
Postgraduate qualifications				
BCom(Hons)	12	12	18	48
MBA	15 (min.)		60 (max.)	
MBM	24	24	24	60
MCom Part I	12	12	18	48
MCom Part II	7	12	14	24

MCom Part II (without Hons)	7	24	14	48
PGDipBM	12	12	24	48
PGDipEcon	12	12	24	48

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Every candidate for a Graduate Diploma in Accounting and Information Systems shall have:

1. been approved as a candidate for the diploma by the Dean of Commerce, and
- (b) either
 - i. qualified for a degree of this University; or
 - ii. been admitted ad eundem statum as the holder of such a degree.

To qualify for the diploma a candidate must pass courses totalling 120 points as specified in the schedule for the diploma. A failure in a diploma course normally constitutes a fail in the diploma.

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Schedule to the Regulations for the Graduate Diploma in Accounting and Information Systems

A minimum of 120 points which must be from 300-level ACCT or INFO courses, as approved by the Head of the Department of Accounting and Information Systems.

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Every candidate for the Graduate Diploma in Business Administration, before enrolling in the course of study for this diploma shall have:

1. either
 - i. qualified for a degree of this University or been admitted ad eundem statum as the

It is not possible to repeat a failed diploma course or to substitute another in its stead. However, in exceptional circumstances students who fail one course may be granted a pass in the examination as a whole at the discretion of the Dean.

3. A candidate may, with the approval of the Heads of Department concerned, replace prescribed courses which total no more than 60 points with courses prescribed for another subject or subjects at 300-level or graduate level.

4. Normal prerequisites for any course may be exempted at the discretion of the Head of Department.

5. A candidate shall complete all requirements for the diploma in accordance with the time limits set out in the Commerce Graduate and Postgraduate Qualifications Time Limit Schedule.

- ii. produced evidence to the satisfaction of the Academic Board of qualification for entry to the diploma through extensive practical, professional, or scholarly experience of an appropriate kind.
- (b) been approved as a candidate for the diploma by the Dean of Commerce.

1. The following table shows the number of students who enrolled in the Graduate Diploma in Economics (GradDipEcon) in each year from 2007 to 2011.

2. Calculate the mean number of students who enrolled in the GradDipEcon in each year from 2007 to 2011.

Economics (ECON) or Finance (FINC) courses. A student may repeat one failed course or substitute another in its place. A failure in two courses constitutes a failure in the diploma. However, in exceptional circumstances students who fail two courses may be granted a pass in the examinations as a whole at the discretion of the Dean.

3. A candidate may take fewer than 120 points in Economics or Finance provided that the Head of Department is satisfied that the overall course

of study is related to the candidate's interest in economics.

4. Normal prerequisites for any course may be exempted at the discretion of the Head of Department.

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The degree of BCom(Hons) may be awarded in the following subjects: Accounting, Economics, Finance, Human Resource Management, Information Systems, International Business, Management, Management Science, Marketing, Strategy and Entrepreneurship, Taxation and Accounting (refer to regulation 6 for Combined Honours).

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MBAD 670 Special Topic: International Business Strategy - Study Tour
 MBAD 671 Special Topic
 MBAD 672 Special Topic
 MBAD 673 Special Topic
 MBAD 674 Special Topic

MBAD 675 Special Topic
 MBAD 677 Special Topic
 MBAD 678 Special Topic
 MBAD 679 Special Topic
 MBAD 680 MBA Project (6 courses)

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Every candidate for the Degree of Master of Business Management, before enrolling in the course of study for this degree shall have:

Every candidate for the Degree of Master of Business Management, before enrolling in the course of study for this degree shall have:

- (a) been approved as a candidate for the degree by the Dean of Commerce, and either
- (b) qualified for a New Zealand university degree with at least a B grade average in 300 level courses, or equivalent, or been admitted ad eundem statum as the holder of such a degree; or
- (c) qualified for admission by transferring from the Postgraduate Diploma in Business Management

Applicants must demonstrate a high proficiency in English. Applicants who speak English as a second language will be required to produce evidence that their ability to communicate in English is of an adequate standard. This may include TOEFL, or other tests, interview, or comprehension tests in order to ensure that an applicant will be able to communicate and participate fully in the course.

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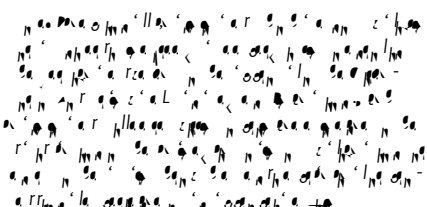
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the Degree of Master of Business Management (MBM)

300-level courses in the International Busi-

- managerial position, and
- (c) been approved as a candidate for the Certificate by the Director of Postgraduate Management Development Programmes in the College of Business and Economics.



- 25.**
- (a) The course of study for the Postgraduate Certificate in Strategic Leadership shall comprise courses equivalent to 0.50 EFTS (60 points) as listed in the Schedule to the Regulations for the Postgraduate Certificate in Strategic Leadership.
 - (b) Subject to the approval of the Director for Postgraduate Management Development Programmes, a candidate who fails a course may repeat that course. A candidate who fails two courses, or who fails the same course more than once will fail the Certificate.

3. Normal prerequisites for any course may be exempted at the discretion of the Director

of Postgraduate Management Development Programmes.

4. The Certificate will normally be completed over two years.

To qualify for the award of the Certificate all requirements must be completed within three years from the date of initial enrolment. In exceptional circumstances, a candidate may be granted an extension of time by the Director of Postgraduate Management Development Programmes.

5. With the approval of the Director of Postgraduate Management Education and the Dean of the Commerce Faculty a candidate may elect to have courses passed with a B grade or higher for the Postgraduate Certificate in Strategic Leadership transferred to the Master of Business Administration in lieu of being awarded the Certificate, if the candidate meets the eligibility criteria of the MBA. With the approval of the Director of Postgraduate Management Education and the Dean of the Commerce Faculty a candidate who holds a PGCertStratLdrship may be exempt 0.5 EFTS (60 points) and complete the MBA with 1.5 EFTS (180 points) if the candidate meets the eligibility criteria of the MBA.

Schedule to the Regulations for the Postgraduate Certificate in Strategic Leadership

A minimum of 60 points from courses in the schedule and approved by the Director of Postgraduate Management Development Programmes.

(a) MBAD 642 Responsible Leadership

(b) MBAD 615 Managerial Skills And Organisational Behaviour

(c) MBAD 631 Innovative Business Strategy

(d) MBAD 605 Managing People And Performance

(e) MBAD 643 Leading Change

(f) MBAD 663 Sustainable Enterprises

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course of study for this diploma shall have:

- 1.**
- (a) Every candidate for the Postgraduate Diploma of Business Management, before enrolling in the

- i. been approved as a candidate for the diploma by the Dean of Commerce, and
- ii. qualified for a New Zealand university degree with at least a B grade average in 300-level

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Every candidate for the Postgraduate Diploma in Economics, before enrolling in a course of study for this diploma, shall have:

- (a) been approved as a candidate for the degree by the Dean of Commerce and either:
- (b) qualified for a degree of this university or been admitted ad eundem statum as a holder of such a degree, and satisfied the prerequisites for the subject as specified in the schedule to the regulations for the Master of Commerce and for such other courses as the Head of Department may require.

No candidate shall enrol for this diploma in which he or she has already qualified for the award of one of the following degrees in Economics: Bachelor of Science with Honours, Bachelor of Arts with Honours, Master of Arts, Bachelor of Commerce with Honours, Master of Commerce.