

YEAR 1 PAPERS

MGT100 Introduction to Accounting (15 credits)

This paper provides students with an introduction to management accounting, finance processes and their associated components.

On successful completion of this paper, students will be able to: explain the role of management accounting; apply processes for controlling and allocating costs; prepare information for management decision making; develop financial strategies; identify opportunities to improve financial performance; analysis and interpretation and analyse and interpret an entity's financial report.

MGT101 Introduction to Human Resource Management (15 credits)

This paper provides students with an overview of human resource management specific to the New Zealand Environment.

On successful completion of this paper, students will be able to: discuss human resource management and its place in organisations in new Zealand; outline the main functions of human resource management in the New Zealand context; discuss the impact of key legislation on human resource management practice in new Zealand; explain human resource requirements and potential sources for personnel; analyse employment obligations and responsibilities within a particular context; assess staff development needs and policies and apply human resource management options to a specific situation.

MGT102 Introduction to Business Operations (15 credits)

This paper provides students with an introduction to business operations surrounding conflict management, and the presentation of business information.

On successful completion of this paper, students will be able to: compare and contrast the outcomes of conflict management; develop strategies to manage conflict situations within an organizational environment; compare presentation options for dissemination of business information and present business appropriate information to an audience and justify rationale for approach with reference to relevant theories.

MGT103 Introduction to Applied Management (15 credits)

This paper provides students with an introduction to the principles management and strategic processes and how these may be applied to address current issues in the New Zealand context.

On successful completion of this paper, students will be able to: discuss the role of strategy and strategy formulation in organisational planning and development; explain strategies for organisational development; identify the resources and capabilities of a specific organisation in relation to its external

environment; identify the strengths and weaknesses of business vision concepts, including entrepreneurship and innovation with reference to relevant management models and theories; outline an ethical framework for business operations, which includes te ahurea Māori and develop management goals and objectives and strategic plans and justify the approach with reference to relevant applied management theories.

MGT104 Introduction to Applied Marketing (15 credits)

This paper provides students with an introduction to marketing principles and processes used in the promotion of products or services and in the establishment of direction and targets for marketing operations.

On successful completion of this paper, students will be able to: discuss the role of promotion in marketing; explain the inter-relationships of the promotional mix; outline how situational analysis is used to determine appropriate promotional objectives and target market with reference to relevant marketing theories and modes; identify marketing objectives within a given context and justify the approach with reference to relevant marketing theory and develop an operational plan for a marketing campaign.

MGT105 Business Communications (15 credits)

This paper provides students with an overview of applied communication techniques within the business context of working within teams or groups.

On successful completion of this paper, students will be able to: discuss advantages and disadvantages of working within teams/groups with reference to relevant business communications theory; analyse team/group processes and their effect on team/group functions; discuss the social and cultural aspects of communication within teams; compare and contrast strategies to manage conflict within a team/group; identify theoretical approaches for team building and provide examples of a relevant team building approach in a selected context and develop goals and team/group processes to achieve objectives and justify the approach with reference to business communication theories and models.

MGT106 Introduction to Quality Management (15 credits)

This paper introduces students to quality management concepts and techniques and provides them with the knowledge and skills necessary to work with teams to identify and measure quality management initiatives.

On successful completion of this paper, students will be able to: identify how performance measurement is used in quality management; analyse performance standards and monitoring system in a given situation; compare and prioritise quality management initiatives with reference to relevant

quality management theories; implement quality management promotion strategies and justify their use using relevant theories and approaches; identify and apply team processes to achieve specified quality improvement objectives in a given context and review team activity and outcomes, using relevant quality management theories and models.

MGT110 Workplace Relationships (15 credits)

This paper provides students with an overview of strategic workplace relationships, including managing conflict situations and the potential impact of workplace relationships upon business operations.

On successful completion of this paper, students will be able to: with reference to relevant theories and models, develop strategies to establish and maintain positive workplace relationships; examine the issues of interpersonal conflict in a workplace situation; implement strategies for avoiding and/or resolving conflict situations and justify choices of strategy using relevant theories and models and utilise conflict resolution strategies for a business operation.

MGT111 Administration Systems (15 credits)

This paper provides students with an overview of administrative systems and practices, including the management and evaluation of systems and processes to support a business entity's needs.

On successful completion of this paper, students will be able to: Identify and critically assess administration systems within a business entity. Apply management techniques to the administration functions and operations within a business entity. Evaluate emerging business technologies in terms of meeting business needs. Use evaluation techniques to identify and recommend applicable improvements to administrative systems and processes.

MGT112 Introduction to Leadership (15 credits)

This paper provides students with an overview of leadership practices, including the role of leadership in managing operational issues and challenges.

On successful completion of this paper, students will be able to, define the relationship between management and leadership and demonstrate their key differences. Identify and assess the leadership role and contribution to business planning and performance. Lead others in the implementation of an activity within an entity.

MGT113 Introduction to Project Management (15 credits)

This paper provides students with the skills and knowledge necessary to be able to select and use project management tools in order to manage the life cycle of a project from initiation through to close.

On successful completion of this paper, students will be able to, evaluate project management tools applicable for the development of a project plan. Undertake and monitor a project in accordance with the project plan. Assimilate project documentation for the finalisation of a project. Critically assess and review a project outcome and processes.

MGT114 Introduction to Occupational Health and Safety (15 credits)

This paper provides students with an introduction to workplace health and safety legislation, regulations, codes of practice, standards, and guidance documents and focuses students on the establishment and usage of these documents in the workplace.

On successful completion of this paper, students will be able to, discuss workplace health and safety legislation, regulations, codes of practice, standards, and guidance documents and their role in New Zealand workplaces. Discuss the impact of key health and safety legislation in the context of New Zealand workplaces. Analyse the roles and responsibilities of staff, supervisors/managers, and boards/directors with regard to health and safety legislation in New Zealand.

MGT115 Occupation Health and Safety Strategies (15 credits)

This paper provides students with the knowledge and skills for the development of operational procedures to meet organisational health and safety strategies.

On successful completion of this paper, students will be able to, discuss the operational requirements of an organisation with respect to both health and safety considerations. Critically review existing operational procedures for both health and safety within an organisation. Apply both health and safety legislative requirements to the development of operational procedures for an organisation.

MGT514 Organisational Context of Project Management (15 credits)

Students will develop knowledge and skills needed to execute projects in an organizational context using established project management theory and methodology. This paper will help students understand the importance of monitoring and controlling project work across all project lifecycle stages from initiation through to closing and all management levels of an organisation.

On successful completion of this paper, students will be able to:

- Manage the delivery of project management plans for an organisation.
- Manage project risk, including identifying, analysing and responding to risk using the four-stage process.
- Assess and apply project monitoring and control processes as required across various phases of the project lifecycle.
- Develop systems and processes to document, monitor and control plans for a project.

MGT515 Introduction to Project Management Methodologies and Frameworks (15 credits)

This paper provides students with the knowledge and skills necessary to implement a project using applied tools and techniques and established project management theories and methodologies. The benefits of applying methodologies and frameworks to projects will be discussed. Students will be equipped with relevant skills and have a deeper understanding to oversee and govern the overall project, scope and requirements and deliver agreed business case outcomes within timelines and budget.

On successful completion of this paper, students will be able to:

- Compare and contrast established project management theories and methodologies.
- Critically analyse the key components of project plans and how they are used to deliver successful project outcomes.
- Utilise a range of project management tools and techniques in the development of project plans.
- Develop project plans for a project(s).

YEAR 2 PAPERS

MGT200 Management Accounting and Finance (15 credits)

Pre-requisites: MGT100

This paper provides an overview of objectives and limitations of analysis of financial statements and provides students with the knowledge and skills to report results of financial analysis, including calculating ratios to measure profitability, asset utilisation, management of working capital and will be able to apply this knowledge to both evaluating franchise proposals and in the area of scheduling and revising project costs as part of project planning.

On successful completion of this paper, students will be able to: understand the business finance environment; apply capital budgeting practices and evaluate investment decisions; apply knowledge of working capital to effectively manage a business for a given situation; compare and contrast financing options for a given situation and make recommendations; discuss the principles of capital structure and cost of capital, and calculate the cost of capital; calculate, apply and evaluate different types of costs to various costing systems; apply management tools to assist in the planning and control of business operations and use management accounting information to assist decision-making in a given business situation.

MGT201 Marketing Operations (15 credits)

Pre-requisite: MGT104

Students will consider marketing activities in the context of quality and customer service and in the setting of marketing strategies to enable marketing objectives to be met.

On successful completion of this paper, students will be able to: examine the effect quality has in relation to specific marketing activities; examine the effect customer service in relation to marketing activities; assess the influences of quality and customer service on marketing mix decisions; develop marketing objectives for a specific organization; prepare marketing strategies to achieve the objectives and formulate quality standards and customer service strategies for marketing operations.

MGT202 Employment Relations (15 credits)

Pre-requisite: MGT101

Building on student's knowledge of employment relations, this paper introduces students to consumer legislation, and expands their knowledge of, the complex legal environment in which business operations occur and the implications of this on organisations. Students will understand relevant legal concepts and apply them to customers and staff an organisation.

On successful completion of this paper, students will be able to: analyse the nature of employment relations within the global arena; investigate the causes of employment conflict and assess the steps conducive to resolution, research and evaluate current developments in new zealand workplace relations and the impact of such on the development of an industry; examine the structure of the new zealand legal system and how laws are made and developed; locate and evaluate key legislation and case reports; analyse the practical application of legal rules and principles in those areas of law commonly encountered by people in day-to-day business activities, particularly by applying the principles of contract and consumer protection laws and evaluate the potential legal implications of problems and proposals encountered by a business owner/manager.

MGT203 Operations Management (15 credits)

This paper provides students with the knowledge and skills undertake the management of small to medium business operations, including identifying and managing operational risks.

On successful completion of this paper, students will be able to: assess location and layout of physical facilities for a small to medium business; plan and control production of goods and/or services of a small to medium business; assess staffing needs of a small to medium business; analyse merchandise management in a small to medium business environment; formulate and analyse marketing strategies

relevant to a small to medium business; establish the context to be taken into account when managing risk for a small to medium business organization; assess risks in a small to medium business organisation; develop a framework for managing risk in a small to medium business organisation and compare options for the treatment of risks, prepare a risk treatment plan for a small to medium business organisation, and explain how the plan will be monitored, reviewed and updated.

MGT205 Introduction to Strategic Management (15 credits)

This paper introduces the concepts of strategic management, focussing on the consideration of strategic management in the context of change processes and methods, and organisational objectives, planning and performance.

On successful completion of this paper, students will be able to: analyse an organisation's operational plans and objectives; review organisational performance against operational plans and objectives; analyse and assess performance and identify current strategic position; evaluate change processes and methods for implementation to assist an organisation in achieving its objectives and report on organisational performance in relationship to its organisational objectives.

MGT206 Risk Management and Quality (15 credits)

Students will be provided with a thorough understanding of issues of risk assessment, prevention and intervention in undertaking projects. The related topic of quality control and evaluation is also considered in detail.

On successful completion of this paper, students will be able to: analyse areas of risk in the project management lifecycle; undertake a risk analysis and justify conclusions; compare and contrast problem-solving methods for dealing with problems when they arise in projects and apply them to a specific scenario providing justification for the chosen approach; analyse the principles of quality control in projects; examine the common methods of evaluating quality in projects; develop a quality management plan and undertake, with rationale, corrective action to address a quality management issue in a specific example.

MGT209 Managing Human Resources (15 credits)

Building on the knowledge gained in MGT101 Introduction to Human Resource Management, students will explore the manager's role in managing human resources and coordinating team activity. This paper will also enable students to develop an understanding of aspects of leadership, leadership style and methods for dealing with leadership problems.

On successful completion of this paper, students will be able to: develop a human resource management plan for a specific organisation; outline the factors involved in performance management

and critically examine strategies to review individual performance; analyse the factors that contribute to a positive work environment, including cultural aspects of human resource management; examine the importance of leadership style in managing people and dealing with problems in a team environment; consider various contemporary leadership concepts and how they can be implemented to manage teams effectively and evaluate the application of leadership concepts in business environments.

MGT210 Organising and Defining the Project (15 credits)

This paper presents project organisation as a dynamic process occurring throughout the project management lifecycle, consistent with a systems view. Learners will discuss issues of project selection, strategy, structure and the context within which projects occur. They will also explore the essential elements of defining a project as part of the planning process.

On successful completion of this paper, students will be able to: analyse project organisation in the context of systems thinking and complexity theory; assess the elements of project organisation and how it is a dynamic process; examine how to select a project and determine project management strategy; apply the principles in defining a project and evaluate the uses of project management software.

MGT211 The Project Plan and Resources (15 credits)

Learners will learn how to go about developing a project plan to industry standards. Learners will also develop an understanding of the planning process involving key stakeholders, and the value of continuous evaluation and improvement. Learners will also consider the principles of resource management.

On successful completion of this paper, students will be able to: apply the principles of strategic planning processes; estimate project cost and time; evaluate the essential components of a project plan that would meet industry standards; critically evaluate project plans; prepare an outline of a project plan and examine the principles of resource identification, allocation and management.

MGT212 Measuring Performance, Evaluation and Closure (15 credits)

Learners will develop an understanding of measuring and monitoring progress and performance in all aspects of a project, including an overview of evaluation methodologies and the tasks involved in bringing a project to closure.

On successful completion of this paper, students will be able to: examine the principles underpinning methods of evaluation; evaluate common methods of measuring and documenting the progress of a project; analyse a project's progress; undertake corrective action if progress is inadequate and justify approach; design performance measurement criteria for a project and effectively execute the necessary steps to bring a project to closure.

MGT213 The Project Lifecycle (15 credits)

Students will be exposed to major extant models of project management and their application to the project management cycle. The paper also provides the learner with an overview of project management from the planning stage through to closing down a project on completion.

On successful completion of this paper, students will be able to: define the scope of project management; analyse the major models of project management; critically evaluate these models in relation to their applicability to practice; examine the relevance of systems thinking to project management; assess the steps of the project management life cycle; apply these steps to a project management case study and examine the use of project management software in practice.

MGT214 Project Management Project (15 credits)

This is a capstone paper which integrates the knowledge and skills students have gained with regards to project management. As part of this paper, students will undertake and report on a small project.

On successful completion of this paper, students will be able to: design a project proposal; successfully negotiate the proposed project; develop a detailed plan of a project; implement a project to completion; communicate with colleagues regarding the conduct of all aspects of the project and adjust the project accordingly and document all aspects of the project to industry standards.

MGT215 Organisational Behaviour (15 credits)

This paper provides students with a strong background and understanding of organisational and motivational theories and the application of these in the development of internal and external environmental analyses for an organisation.

On successful completion of this paper, students will be able to: examine organisation theory in relation to management in organisations; examine motivation theory in relation to management in organisations and conduct internal and external environmental analyses for an organisation.

MGT216 Market Research & Analysis (15 credits)

This paper will provide students with an understanding of the research process and the basic statistics important in making business decisions through the provision of a basic introduction to research planning and design, including data collection and analysis techniques.

On successful completion of this paper, students will be able to: demonstrate an awareness of the nature and scope of business research; examine the research planning process; use relevant journals to write a literature review and understand its value; analyse key variables and examine how to measure attitudes and concepts; design a basic research project; examine existing data sources explain the

limitations of these data; investigate alternative methods of data collection; apply skills of basic statistical data analysis and prepare spreadsheets for data presentation and statistics.

MGT217 Presenting Professionally (15 credits)

Covering the principles and strategies of professional presentations in business and organisational settings, this paper will consider oral communication in a technological environment and include the use of computer-aided presentations and other media.

On successful completion of this paper, students will be able to: examine the theoretical and practical issues involved with creating and delivering effective presentations; apply presentation skills in a variety of public speaking modes and in speech communication contexts, including differing cultural settings, that are common in organizations and working life; analyse and employ strategies to reduce communication apprehension; analyse and execute the effective use of media to support presentations; demonstrate the ability to create speeches through concept-generation, planning, scripting and realisation; assess and employ effective verbal and nonverbal communication skills in public speaking and critically evaluate own self and others' public speaking performances.

MGT218 Contract Law and Business Relationships (15 credits)

This paper provides an overview of contract law, including its application in a variety of situations. Students will also have an understanding of the potential of legal situations to affect either workplace or customer relationships.

On successful completion of this paper, students will be able to: define a contract; apply the law relating to the formation of a contract; apply the law which may invalidate a contract or render it unenforceable; apply the law of discharge of contract; examine the remedies available for a breach of contract and investigate and analyse strategies for either establishing and maintaining positive workplace relationships in accordance with requirements or for reviewing customer services and relationships against standards.

MGT219 Change Management (15 credits)

This paper provides students with an understanding of change management and the managing of the change process within an organisational context, supported by an understanding of leadership theory and solvency analysis in relation to management in organisations.

On successful completion of this paper, students will be able to: debate current schools of thought that contribute to change management in organisations; examine methods for managing the change process in an organisation; analyse the relationship of leadership theory in organizational management and demonstrate and apply knowledge of the solvency test and its relationship to organisational change.

MGT220 Quality Management (15 credits)

In this paper students will gain an understanding of the steps necessary to carry out a quality audit including reporting and monitoring requirements.

On successful completion of this paper, students will be able to: undertake preparations required to carry out a quality audit and justify approach; examine and carry out technical aspects of a quality audit; examine and carry out interpersonal aspects of a quality audit and report on a quality audit, including application of monitoring systems.

MGT221 Strategic Planning (15 credits)

In this paper students will apply strategic planning techniques in order to envision a future for an organisation.

On successful completion of this paper, students will be able to: apply the key elements of strategic planning to a specific organisational situation; strategically analyse a range of futures for an organisation; examine the influences, impacts, and consequences of each strategic vision and report on the development of the future envisioned for the organization with reference to organisational values, stakeholder's interests, purpose and direction.

MGT222 Health and Safety in Employment (15 credits)

This paper presents students with an overview of health and safety in employment situations and the development of strategies to reduce the incidence and severity of work-related injury and illness.

On successful completion of this paper, students will be able to: examine sources of health and safety information; analyse health and safety information; analyse programme strategies to reduce the incidence and severity of work-related injury and illness and develop and apply a health and safety strategy for a specific organisation.

MGT223 Event Management (15 credits)

Students will develop an understanding of the planning of events, aspects of event management and post event activities.

On successful completion of this paper, students will be able to: apply knowledge of budgeting, funding and financial considerations for the management of events; examine marketing and infrastructure requirements for event management and consider how these may be applied to an event; examine relevant legislation and regulations appropriate to event management and explain their impact on event management, including health and safety requirements; develop an event management plan; analyse the dynamics of individual and team based activities as they relate to event management; evaluate suitable methods for the collection of information to inform an evaluation of an event and evaluate

information collected with regard to the success of an event and provide appropriate recommendations for future events.

MGT224 Administration Systems II (15 credits)

This paper provides students with an understanding of administrative systems and practices, including the management and implementation of systems and processes to enable the achievement of personal goals that align with an entity's purpose.

On successful completion of this paper, students will be able to evaluate emerging business technologies in terms of meeting business needs and make recommendations, manage and co-ordinate the internal business administrative systems, processes, and technologies to support operational needs, evaluate and apply management techniques to manage change and provide leadership to enable people to achieve personal and entity goals in administration and/or technology contexts, to improve performance and productivity.

MGT225 Occupational Health and Safety Strategies and Organisational Systems (15 credits)

This paper provides students with an overview of both health and safety systems and strategies, including policies and processes, to enable the proactive management of risk and hazards for both occupational health and occupational safety.

On successful completion of this paper, students will be able to:

- discuss the purpose of integrated health and safety systems and strategies,
- critically evaluate both health and safety systems and strategies within an organisation,
- implement integrated health and safety systems and strategies to proactively management risk and hazards with regards to both health and safety,
- monitor an integrated health and safety system and/or strategy and evaluate the success of an integrated health and safety system and/or strategy.

MGT226 Occupational Health and Occupational Safety Training Strategies and Evaluation (15 credits)

This paper provides students with the knowledge and information to critically evaluate organizational health and safety training strategies and programmes.

On successful completion of this paper, students will be able to

- compare and contrast occupational health and occupational safety training strategies and programmes,
- assess the influences of occupational health and occupational safety training strategies and programmes on organisational operations,
- critically evaluate occupational health training strategies and programmes,
- critically evaluate occupational safety training strategies and programmes.

MGT227 Occupational Health and Safety Management Practice Leadership (15 credits)

This paper provides students with the knowledge and skills necessary to be champions for occupational health and occupational safety to enable development of leadership and building of an organisational health and safety culture. This paper will also enable students to develop an understanding of aspects of leadership, leadership style and methods for dealing with leadership problems

On successful completion of this paper, students will be able to:

- assess occupational health and occupational safety best practice for a specific organisation,
- outline the factors involved in performance management and critically examine strategies to review individual performance,
- examine the importance of leadership style in managing people in a team environment,
- consider various contemporary leadership concepts and how they can be implemented to build an organisational health and safety culture,
- evaluate the application of leadership concepts in the development of a health and safety culture within an organisation.

MGT228 Occupational Health and Safety Strategic Planning and Performance Measurement (15 credits)

This paper provides students with the knowledge and skills necessary to analyse health and safety data to assist in strategic planning and performance measurement within an organisation.

On successful completion of this paper, students will be able to:

- discuss the principles of data collection and management to assist in strategic planning and performance measurement relevant to occupational health and safety,
- calculate, apply and evaluate data from a range of sources, such as HR investigations, financial indicators, incident reporting, exposure monitoring reports, staff meetings, workplace audits, investigation reports, etc,
- compare and contrast strategic planning and performance measurement options for a given situation and make recommendations,
- use occupational health and safety data analyses and evaluations to assist decision-making in a given situation.

MGT229 Occupational Health and Safety Intervention Programme Design and Evaluation (15 credits)

This paper provides students with the knowledge and skills necessary to develop and evaluate both occupational health and occupational safety programmes and reporting systems. In this paper students will undertake identification of sources of information to assist in the development and evaluation of intervention programme strategies to reduce the incidence and severity of work-related injury and illness.

On successful completion of this paper, students will be able to:

- identify and access sources of occupational health and occupational safety information for the purpose of promoting health and safety,

- analyse occupational health and occupational safety information to identify potential injury and/or health issues,
- develop intervention programme strategies to reduce the incidence and severity of injury and/or health issues,
- evaluate intervention programme actions and outcomes and make recommendations.

MGT233 Life and Career Coaching (15 credits)

This paper provides students with the advanced knowledge of professional standards of professional coaching ethics to enable the development of the professional coaching and effective management relationship and the exploration of the difference between career counselling and career coaching.

On successful completion of this paper, students will be able to:

- Evaluate the relationship between professional coaching and effective management.
- Critically compare/contrast career coaching with career counselling.
- Develop own action plan for career coaching case study.

MGT234 Executive and SME Coaching (15 credits)

This paper provides students with the knowledge and skills to undertake transactional and transformational professional coaching in a corporate environment, together with an understanding of key professional coaching areas of relevance to SME business owners and professionals.

On successful completion of this paper, students will be able to:

- Recognise and assess potential problem areas and identify solutions for the application of transactional and transformational coaching models in the corporate world.
- Critically assess the professional coaching issues for SME business owners and skilled professionals, including the characteristics of work/life balance.
- Provide professional coaching for differing stages of SME business development (from start-up to exit).

MGT235 Agribusiness Economics (15 credits)

Students in this paper will explore the economic and policy issues associated with agricultural production, marketing, and resource use. Students will develop the knowledge and skills necessary to apply agricultural and resource policy analyses to agricultural production and cost economics, farm management economics and agricultural marketing economics.

On completion of this paper the student will be able to:

- Compare and contrast economic and policy issues in agricultural production, marketing, and resource use.
- Critically analyse agricultural and resource policies relevant to the economics of agricultural production and cost, farm management, and agricultural marketing.

MGT236 Agribusiness Strategy and Competitiveness (15 credits)

This paper uses agribusiness and food industry case studies to provide students with the information and knowledge necessary to critically consider the strategic issues underpinning competitiveness in the agribusiness industry.

On completion of this paper the student will be able to:

- Research strategic issues in agribusiness and food industry, both within New Zealand and internationally.
- Critically assess the relationship between the strategic issues and competitiveness in New Zealand and international agribusinesses.

MGT237 Crop Industries (15 credits)

Covering areas such as sustainable production and soil health, tillage, crop selection, crop rotation, management of crop nutrition and soil water, and off-site agricultural impacts, this paper provides students with knowledge of the key factors driving crop production in cropping and mixed farming businesses.

On completion of this paper the student will be able to:

- Critically analyse the requirements for sustainable production and soil health for crop production on differing New Zealand soils.
- Research the factors influencing crop production in cropping and mixed farming businesses to determine those most relevant to current practices.

MGT238 Livestock Industries (15 credits)

This paper provides students with the knowledge the major animal industries of economic significant in New Zealand, enabling students to consider the relevance of each livestock industry in a global context.

On completion of this paper the student will be able to:

- Research the terminology, genotype, distribution and production systems for the economically significant animal industries of New Zealand.
- Critically compare and contrast the relevance of each livestock industry in the global context, including production and market contexts.
- Undertake the critical analysis of a value chain in an agribusiness and evaluate eco-efficiency outcomes.

MGT622 Fundamentals of Project Management (15 credits)

Students will be acquainted with the fundamentals of project management terminology and its significance to understanding the business benefits for projects. Through contextual case studies based on real projects, participants will be able to build up their project administration structure.

This pragmatics hands-on course is intended to discover Project Management and develop a strong foundation on a project's lifecycle. You will learn skills like scoping a project, budget management, progress tracking and improving effectiveness. You will gain insight of the tools, techniques, and resources important to oversee projects.

On successful completion of this paper, students will be able to:

- Understand the basic principles and activities of project management.
- Demonstrate skills in the use of a common project management software system.
- Develop a project time-line plan.
- Develop strategies to manage conflict in project management.
- Estimate and schedule task times, resources required and costs.
- Identify and establish project administration structures.

MGT623 Fundamentals of Project Planning (15 credits)

Students will gain knowledge of the importance of project planning in mitigating mistakes and implementing lesson learned in future projects. Students will also gain a deeper understating of the 'big picture' approach to project planning, what the deliverables are, duration, stakeholders and how to achieve the end goal and what the process should be to get there. Students will develop skills in communication planning, and project scheduling. A work breakdown structure (WBS) will be developed as part of the study.

On successful completion of this paper, students will be able to:

- Define scope, task dependencies, resources and effort estimate for the project schedule.
- Conduct stakeholder analysis and develop a communication plans.
- Develop work breakdown structures and determine critical path and float.
- Plan for quality outcome, risk analysis, change control, procurement and contract administration.

MGT624 Fundamentals of Monitoring, Controlling and Evaluating the Project (15 credits)

This course will provide the student with an overview of the importance of monitoring, controlling and evaluating (MCE) projects. With this knowledge, project managers can make informed decisions about projects and identify ways to utilise resources more efficiently and effectively. The MCE process also provides an insight into important project information that can help project managers devise alternate approaches to address project issues and meet project objectives successfully.

On successful completion of this paper, students will be able to:

- Compare and contrast methods to successfully monitor, control and evaluate projects.
- Develop and implement strategies to address project efficiencies and change management considerations.
- Discuss effective strategies to achieve project objectives within budget and timeline constraints.
- Utilise project management tools to evaluate the success of projects.

MGT625 Fundamentals of Project Closure (15 credits)

This course equips students with the key skills required to close projects, including the key aspects of project closure from project reporting and project approval to project evaluation and lessons learned. This paper will provide the skills required to assess what went well in a project, what were the challenges or failures, how well the team communicated, the quality in execution of outlined processes and plans and client satisfaction.

On successful completion of this paper, students will be able to:

- Determine if a project was completed on time and within budget.
- Perform due diligence for required project closure processes.
- Assess the strengths and weaknesses of the project and evaluate lesson learned.
- Produce project closure reports for key stakeholders.

MGT626 Leadership and the Project Manager (15 credits)

This course reflects on the core skills project managers should possess to successfully drive project from start to finish. Students will gain an insight into some of the key management skills such as communication, leadership, organisation skills, negotiation, team, time, and budget and risk management.

On successful completion of this paper, students will be able to:

- Critically evaluate the role of leadership in the execution of the project manager role.
- Manage risk and implement risk mitigation strategies for projects.
- Manage and control project resources, risks and benefits, as well as develop project contingency and communication plans.
- Manage client and stakeholder expectations and deliverables.
- Evaluate motivations tools and techniques to enhance project team productivity.

YEAR 3 PAPERS

MGT301 Business Ethics (15 credits)

This paper aims to provide participants with an understanding of ethical reasoning. Participants will learn to identify ethical issues and evaluate ethical theories as they are applied to various contexts with a particular emphasis on business.

On successful completion of this paper, students will be able to: critically assess key ethical theories and principles; examine and research ethical issues; critically evaluate and apply a variety of ethical theories and principles to ethical problems; critically assess ethical theories and principles and their use in business and formulate strategies to assist businesses with ethical conduct.

MGT303 Strategic Management (15 credits)

This paper provides students with an insight into how to think strategically in order to gain strategic advantage and to add value to an organisation. Students apply strategic management principles to simulated and actual business situations to develop their critical thinking skills.

On successful completion of this paper, students will be able to: critically evaluate theories that have influenced approaches to strategic management; analyse an organisation's internal and external environment; critically evaluate strategic options for specific organisations; assess factors that influence the effectiveness of strategy implementation and evaluate strategic performance.

MGT304 Strategic Marketing Management (15 credits)

This paper provides students with a comprehensive understanding of marketing strategy relevant to contemporary organisations and markets.

On successful completion of this paper, students will be able to: critically interpret the nature and scope of marketing strategy; critically analyse the key principles of marketing strategy development; critically evaluate the processes for successful marketing strategy implementation; conduct a strategic market analysis; conduct a strategic customer analysis; conduct a strategic environmental analysis, including the application of scenario planning; compare and contrast marketing strategies for new and growth markets; recognise marketing strategies for hostile and declining markets; appraise the causes and patterns of business failure and marketing's roles in a business turnaround programme and critically discuss the key emerging issues in modern day marketing strategy.

MGT305 Advanced Event Management (15 credits)

Students will analyse events and develop an event concept through the planning and development stages, including the proposed marketing and management of it; they will critically evaluate the success or otherwise of an event and reflect on various elements of event management.

On successful completion of this paper, students will be able to: critically evaluate various events; critically evaluate the event planning process; critically analyse and evaluate the different components involved in organising an event; assess consumer behaviour principles and apply them to planning an event; critically analyse and evaluate the different components involved in running an event; critically assess possible problems within an event; propose strategies to minimise associated risks; plan an event; evaluate and critique an event and reflect on event management practices and components in relation to event.

MGT306 Reputation and Brand Management (15 credits)

This paper provides students with an understanding of what the components of reputation and brand are and how these are protected in a corporate setting; students will also be able to develop strategic tactics for brand protection.

On successful completion of this paper, students will be able to: critically analyse a brand and its components; appraise the meaning and value of reputation in a political context; evaluate brand benefits – tangible and intangible; analyse and debate the capital worth of brands; develop and justify strategies for brand protection and critically evaluate strategic tactics for brand protection.

MGT307 Agribusiness Future Project (30 credits)

This paper provides students with an opportunity to consider future technologies and disruptive factors in agribusiness and conduct advanced research into an aspect of future technologies or disruption in agribusiness, including consideration of likely timeframes and impacts of disruption in the agribusiness industry.

On successful completion of this paper, students will be able to:

- Select, or propose, an agribusiness future or disruptive technology or practice and formulate an appropriate research objective and research question.
- Plan, organise and implement a research project.
- Select and apply appropriate research methodologies.
- Collect, analyse and interpret research data.
- Write a research report to a professional standard.
- Make an oral presentation of the agribusiness-futures research project and answer relevant questions.

Total Word Count: Approximately 12,000 words

MGT308 Advanced Digital Marketing (15 credits)

Recommended: It is highly recommended that students intending to study MGT308 have previously studied MGT208 Digital Marketing.

This paper provides students with specialised knowledge with regards to the application of the digital world as it applies to the marketing environment; students will critically evaluate the way in which the digital environment has changed the delivery of marketing solutions to create value in the modern business environment.

On successful completion of this paper, students will be able to: analyse current and future digital trends; critically evaluate the contribution of digital tools, business models or platforms to the contemporary business environment; analyse and justify the key features that a business should

consider when selecting digitally based solution to create customer value; examine the impact of technology on the marketing mix; evaluate the role of digital solutions when combined with innovative breakthroughs to the market; critically evaluate a digital tool, model or platform currently being used by a business and develop and justify a strategic digital marketing plan for a business.

MGT309 Relationships, Influence and Leadership (15 credits)

Students will be able to recognise and maximise their role in influencing decision makers and understand how to use influential tactics; they will understand some of the theories attached to influencing decision-making and know when to apply these to situations; leadership and its qualities as opposed to management, will be examined as will the relationship between leaders and those who seek to influence them.

On successful completion of this paper, students will be able to: analyse the theory/ies behind influence in the corporate and governmental sense; examine their role in a sphere of influence; critique tactics for effective influence; critically analyse and justify own leadership style for further development; critically evaluate interactions between different agencies and sectors and research and apply appropriate influential arguments in a given situation.

MGT310 Management Research Project (30 credits)

This paper provides students with an opportunity to conduct advanced research into an aspect of management theory or practice by integrating the body of knowledge learnt in management papers.

On successful completion of this paper, students will be able to select a current management issue or applied management problem and formulate an appropriate research objective and research question, plan, organise and implement a research project, select and apply appropriate research methodologies, collect, analyse and interpret research data, write a research report to a professional standard, make an oral presentation of the management-related research project and answer relevant questions raised.

You are expected to:

Identify and investigate a current management issue based on personal interest, benefit to an organisation, popular topic or a gap in research you have identified.

Approach:

- Select a current management issue or applied management problem and formulate an appropriate research objective and research question.
- Select and apply appropriate research methodologies.
- Collect, analyse and interpret research data.
- Write a research report to a professional standard.
- Make a research poster to present your research work

- Undertake an oral defence presenting key points from your research report and answer relevant questions raised.

Assessments

1. Introduction and Literature Review
2. Final Research Report
3. Research Poster
4. Oral defence (via Skype)
5. Reflective Journal

Total Word Count: Approximately 12,000 words

MGT312 Advanced Human Resource Management (15 credits)

Students will develop an understanding of the ways in which human resource management supports an organisation in achieving its strategic goals.

On successful completion of this paper, students will be able to: evaluate demographic trends in New Zealand's workforce and the implications for organisations and the human resource function; design a recruitment and selection process that is linked to an organisation's human resource strategy and business strategy; evaluate current approaches to employee professional development and assess how they support an organization in meeting its strategic objectives; evaluate the factors that affect employee engagement; research the link between employee engagement and organisational results and discuss the implications for the HR function; evaluate current schools of thought in the area of reward and discuss the link between business strategy and reward and appraise and debate how technology can support and enhance the HR function.

MGT313 Occupational Health Strategic Management (15 credits)

This paper aims to provide participants with an understanding of the issues and implications for an organisation regarding occupational health and the ability to critically evaluate strategic management approaches in various contexts within an organisation.

On successful completion of this paper, students will be able to:

- Critically analyse an organisation's internal environment with regard to occupational health issues and implications.
- Critically evaluate the research that has influenced approaches to occupational health management.
- Critically evaluate the strategic options in the context of occupational health for a specific organisation.
- Assess factors that influence the effectiveness of strategy implementation.
- Evaluate strategic performance.

MGT314 Occupational Safety Strategic Management (15 credits)

This paper aims to provide participants with an understanding of the issues and implications for an organisation regarding occupational safety and the ability to critically evaluate strategic management approaches in various contexts within an organization.

On successful completion of this paper, students will be able to:

- Critically analyse an organisation's internal environment with regard to occupational safety issues and implications.
- Critically evaluate the research that has influenced approaches to occupational safety management.
- Critically evaluate the strategic options in the context of occupational safety for a specific organization.
- Assess factors that influence the effectiveness of strategy implementation.
- Evaluate strategic performance.

MGT315 Agricultural and Resource Policy (15 credits)

This paper provides students with the knowledge of New Zealand agricultural, agri-environmental and resource policies, the role of a policy advisor and the theories behind government regulation to enable students to establish a framework to analyse agricultural and resource policies in both national and global contexts.

On completion of this paper the student will be able to:

- Research agricultural and resource policies and theories of government regulation.
- Consider selected agricultural, agri-environmental and resource policies in New Zealand in the critical analysis of policy impacts in both national and global contexts.

MGT316 Sustainable Agribusiness Practice (15 credits)

This paper provides students with the knowledge of environmental and social information required for the development of an agribusiness strategy which includes societal expectations, intergenerational issues, and business and industry life cycles, enabling students to undertake value chain analysis and evaluate eco-efficiency outcomes.

On completion of this paper the student will be able to:

- Research environmental and social information required for development of an agribusiness strategy inclusive of societal expectations, intergenerational issues and business and industry life cycles.

MGT320 Internship (30 credits)

This paper provides students with an opportunity to become familiar with the micro and macro operating environments of an organization and to apply the knowledge and skills acquired throughout the course of their degree study. Using knowledge and skills gained in the first two years of the degree,

students will be enabled to present a development/problem-solving proposal in an area relevant to the internship organization. Students will also gain reflective skills through the reflection on the internship and how their personal and professional managerial skills have developed and broadened.

On successful completion of this paper, students will be able to, critically evaluate an organisation's corporate direction, main activities, and identify and evaluate the internal environment of the internship organisation, evaluate the organisation's operating environment and the role of the internship organisation within the industry, assess and rationalise to all stakeholders significant issues confronting the internship organisation, specifically an aspect of concern or interest to the organisation's operation or management, conduct and critically evaluate primary research regarding the specific aspect to be stated, distinguish between critical and non-critical factors impacting on the problem/development, evaluate information and make recommendations for specific development/problem, consider and assess issues for implementing recommendations, critically assess the dilemmas, challenges and problems faced, and how these issues were resolved during the internship, critically evaluate how the knowledge and skills acquired during the degree programme were adapted into practical situations.

You are expected to:

Identify and Investigate a current management issue within your internship organisation

Approach

- Identify and investigate a current management issue within your internship organisation
- Find an internship placement (this can be in your existing workplace)
- Collect both primary and secondary information to investigate a significant management issue within the organisation
- Make recommendations based on the findings and present a development/problem solving proposal
- Present the reflections and evaluations of the internship project and answer relevant questions raised.

Assessments

1. Introductory Report (based on the organisation)
2. Proposal Report including Negotiation Evidence
3. Research and Strategy Report
4. Journal
5. Presentation (via Skype)

Total Word Count

Approximately 12,000 words

MGT702 Research Methodology (15 credits)

This paper will introduce students to the skills required to complete a research project. It will cover advanced research skills, various methodologies available to gather and present primary and secondary information and data, and it will take students through the literature review process.

- Select a suitable topic on which to base a research project, or similar piece of written work, and identify any possible ethical issues.
- Source and critically analyse suitable secondary research from a variety of sources both online and in hard copy and select a methodology for gathering primary data.
- Understand the requirements of a 'literature review' and how to construct this using an appropriate referencing style.
- Write a proposal to complete a research project, or similar, outlining how all the key elements will be met within a specified timeframe.

MGT707 Digital Marketing: Strategy and Analysis (15 credits)

This paper provides students with specialised knowledge of marketing strategy within a digital context. Students will analyse the societal impact of marketing and how to integrate digital marketing strategies with traditional marketing strategies and analyse the role of the marketing mix to develop digital marketing strategies for use within different marketplaces.

On successful completion of this paper, students will be able to:

- Critically analyse marketing's impact on society and organisational and societal approaches to corporate social responsibility and sustainability.
- Compare and contrast digital marketing strategy to traditional marketing strategy
- Analyse the role of the marketing mix in a digital context and explore the concept of relationship marketing using digital platforms.
- Design and develop digital marketing strategies using key digital tactics and techniques for different marketplaces.

MGT711 Occupational Health and Safety Sustainability Practices (15 credits)

This paper will challenge traditional organisational sustainability practices, looking at how sustainable strategies need to consider and incorporate health and safety issues, needs and requirements, to enable organisations to be considered truly sustainable entities.

On successful completion of this paper, students will be able to:

- Define Sustainability Management and how it impacts the environmental, social and economic activities of organisations.
- Examine how traditional sustainability models can impact health and safety within organisations.
- Assess methods to incorporate health and safety into the sustainability practices of organisations.
- Critically assess the health and safety needs of organisations and develop sustainable health and safety strategies.

MGT712 Workplace Health and Wellbeing Strategies (15 credits)

Student will learn about strategies for developing health and wellbeing programmes within the workplace, analysing the role of leadership and management in the implementation and continuation of health and wellbeing initiatives, and develop metrics to measure the success of health and wellbeing programmes.

On successful completion of this paper, students will be able to:

- Compare and contrast the cause and effect of health and wellbeing in the workplace and analyse the impact on employees and organisations.
- Critically evaluate the role of leadership and management in the promotion of health and wellbeing strategies within the workplace.
- Establish a business case for creating or improving worker health and wellbeing within organisations.
- Develop health and wellbeing strategies for organisations including metrics to measure success.

MGT717 Organisational Project Management (15 credits)

Students will learn about the important role projects play in an organisation's overall success. A case-based approach will allow students to research and deconstruct a well-known, multifaceted project, to uncover successes or failures. Students will explore the case study from a project management perspective, identifying key project management principles and concepts. Students will then evaluate the impact the project had on the organisation.

On successful completion of this paper, students will be able to:

- Critically evaluate the central role of project management within an organisation.
- Align with the strategic goals of organisations and bring leadership and direction to projects.
- Create realistic plans for executing strategic goals and ensure expectations are set around project delivery timelines.
- Justify the quality of project deliverables to ensure they align with organizational goals and objectives.

MGT718 Project Management in Practice (15 credits)

This paper introduces project management through a practical orientation. This paper focuses on the 'soft' skills required for successful project management. Topics covered include: project selection, leadership, ethics, team management and outsourcing. This course will also introduce the Agile project methodology enabling students to perform project with more efficiently and viably.

On successful completion of this paper, students will be able to:

- Critically evaluate the key issues that can influence successful project management outcomes.
- Discuss the commercial realities of managing projects and evaluate potential ethical challenges.
- Critically analyse project management case situation and their outcomes.

- Critically assess the challenges project managers face in the execution of project management tasks and analyse strategies to mitigate challenges.

MGT719 Advanced Project Management Methodologies and Frameworks (15 credits)

Students will gain advanced level knowledge of effective project management frameworks and methodologies which are essential for the success of projects. Widely used frameworks and key methodologies will be discussed. Students will learn to carefully choose and apply the right framework and methodology to their project from private to public sector, irrespective of category, size, and complexity.

On successful completion of this paper, students will be able to:

- Critically evaluate major determinants such as size and scope to select the best project management framework and methodology for the project lifecycle, from initiation to closure.
- Develop strategies to accurately track and report project progress accurately.
- Utilise established tools and techniques to manage and mitigate project risk and develop dispute resolution strategies and controls.
- Critically evaluate strategies to record project successes and failures to ensure lessons learned can be implemented in future projects.

MGT720 Consumer Behaviour and Market Trends (15 credits)

On successful completion of this paper, students will be able to:

- Critically evaluate concepts and theories underpinning consumer behaviour.
- Assess the impact of group social and cultural influences on consumer behaviour and decision making.
- Critically evaluate the effectiveness of various advertisements and promotions and their attempts to influence the behaviours of consumers.
- Analyse the trends in consumer behaviour, and apply them to the marketing of an actual product or service.

MGT721 Event Planning: Finance and Budgeting (15 credits)

Students will examine the financial management process for event planning; sourcing funds and securing financing and evaluating what event resources and activities are affordable, and developing income and expenditure budgets to ensure the viability and feasibility of events.

On successful completion of this paper, students will be able to:

- Evaluate and document the financial management process for event planning.
- Develop budget methodologies for events.
- Create budgets for events and assess event feasibility.
- Critically examine event feasibility and revise budgets to create a financially viable event plan.

MGT722 Event Planning: Marketing and Promotion (15 credits)

This course is designed to provide students with the skills and knowledge to coordinate the marketing and promotion of events, utilising established marketing theories and practices to plan and create effective marketing and promotional strategies for events.

On successful completion of this paper, students will be able to:

- Compare and contrast the role of promotion and public relations in the marketing of events.
- Examine and address key marketing issues associated with event management.
- Critically analyse marketing and public relations techniques for specific events
- Assess event marketing needs and create detailed marketing and promotional strategies for events

MGT723 The Dynamics of Employment Regulations (15 credits)

Critically examines employment regulations and institutions in New Zealand. The course used contemporary issues to explore the genesis and shaping of legislation through the socio/political policy making process. The role and impact of policy, regulations and legislation on parties to the employment relationship is also explored.

On successful completion of this paper, students will be able to:

- Critically analyse the key elements and dynamics of the employment relationship.
- Research and evaluate the current legislative framework covering employment relations in Aotearoa/New Zealand.
- Critically assess the relationship between employment relations outcomes, enterprise performance and the demands of a global economy
- Critically discuss the legal requirements for the human resource management function related to current employment legislation.

MGT724 Management Skills for a Diverse Workforce (15 credits)

This course is designed to provide students with an understanding of the increasing importance of diversity in organisations. We study a range of theories and focus on how to apply those theories to real-world situations. This course emphasises the development of the skills and knowledge required for successful managerial performance in diverse organisations. It focuses on such areas as developing self-awareness, creative problem-solving, supportive communication, the use of power and influence, motivation techniques, and managing conflict.

- On successful completion of this paper, students will be able to:
- Critically analyse leadership and management theories and assess their application or relevance in culturally diverse workplaces.
- Critically evaluate common skills required for managerial effectiveness within diverse environments.
- Research and evaluate the dynamics of human behaviour to assess their impact on the effective management of individuals from diverse backgrounds.

- Critically evaluate your own values, behaviours and perceptions to understand how they influence your interpersonal behaviour and organisational practice.

MGT725 Role of Professional Coaching (15 credits)

Students in this paper will explore the origins of professional coaching and its role in today's environment. The paper will provide students with the knowledge and skills necessary to build a portfolio of core coaching competencies and explore the emerging profession of professional coaching, including applicability to real life situations; characteristics, outcomes and benefits for a coachee; and the professional standards and code of conduct included in professional coaching ethics.

On successful completion of this paper, students will be able to:

- Research the differences between coaching competencies on the levels of knowledge, skills and attitudes in relation to primary coaching areas and outcomes.
- Critically evaluate a potential client coachability index, including consideration of the mentor-coaching benefits.
- Critically assess the ethical framework of coaching and potential ethical conflicts.

MGT726 Professional Coaching Relationships and Environment (15 credits)

This paper provides students with the skills and knowledge to develop a professional coaching relationship, in differing environments and utilising differing styles, in a project-based setting through the focus of a business enterprise opportunity or existing business enterprise.

On successful completion of this paper, students will be able to:

- Critically examine the key aspects of the coach-coachee relationship and analyse these in context of a professional coaching psychological contract that recognises the dynamics of professional coaching relationships with different partners.
- Critically evaluate professional coaching styles in order to assess own preferred style and manage the creation of professional coaching environments and provision.
- Prepare, execute, and evaluate professional coaching projects to develop a professional coaching model that can accommodate differing topics in differing environments.

MGT727 Professional Coaching Tools (15 credits)

This paper provides students with the skills and knowledge to develop the suite of tools and techniques necessary to undertake professional coaching and enable the creation of a portfolio for use in a professional coaching environment.

On successful completion of this paper, students will be able to:

- Critically assess a variety of different professional coaching tools and evaluate the application of each tool.
- Critically examine professional coaching techniques.
- Research and develop own vision, mission, values and strategy for a professional coaching business.