BACHELOR OF COMMERCE

The Bachelor of Commerce (BCom) programme at Victoria University of Wellington has been designed to equip students for a successful future in today’s exciting commercial environment. It provides a strong foundation of the essentials required for work in all areas of public administration and private business.

PROGRAMME OF STUDY

A BCom comprises 360 points (24 courses) over three years of full-time study (longer if part time), including:

- seven 100-level core courses (105 points):
  - ACCY 111 Accounting* or ACCY 115 Fundamentals of Accounting or ACCY 130 Accounting for Decision-making
  - ECON 130 Microeconomic Principles
  - FCOM 111 Government, Law and Business
  - INFO 101 Foundations of Information Systems
  - MARK 101 Principles of Marketing
  - MGMT 101 Introduction to Management
  - QUAN 102 Statistics for Business

- at least 180 points at 200 level or above, including 75 points at 300 level

- a minimum of 210 points from the BCom schedule

- meeting requirements for a major (typically seven or eight courses, 105–120 points)

- electives or additional majors (typically nine or 10 courses).

* Students advancing in Accounting or Taxation should take ACCY 111 and ACCY 115.

It is sensible to take most of the core courses in your first year, although if you intend to do a conjoint degree and an outside major you may need to delay some courses until your second year in order to get started on your other requirements.

FCOM 111 should be taken in the first year as it includes a writing component that provides referencing and writing skills that will be useful in other courses.
COMMERCIAL LAW (COML)
If you are a first-year student, you should include FCOM 111.

a. Complete three courses at 100 level: COML 203, COML 204, and one further course from COML 205, COML 206, TAXN 201.
b. Complete three courses at 300 level: COML 310; and two further courses from COML 300–399*.

* One of these may be replaced by an approved course from TAXN 300–399.

DATA SCIENCE (DATA)
If you are a first-year student, you should include DATA 101, QUAN 102, one course from COMP 102, COMP 112, COMP 132 or INFO 151.

a. Complete three courses at 100 level: DATA 101; one course from COMP 102, COMP 112, COMP 132; and INFO 151, INFO 226; one course from MATH 177, QUAN 102, STAT 193.
b. Complete four courses at 200 level: DATA 201, DATA 202; one course from MATH 277, QUAN 203, STAT 292; one further course from COMP 261, GEOG 215, INFO 264, MATH 245, MATH 251, MATH 261, MATH 277, PHIL 269, QUAN 201, QUAN 203, STAT 292, STAT 293.
c. Complete four courses at 300 level: DATA 301, DATA 303, COMP 309; one course from DATA 304–399, COMP 307, COMS 305, ECON 303, GEOG 315, INFO 377, MARK 317, MATH 353, MGMT 315, MGMT 316, STAT 392, STAT 394, SWEN 304.
**ECONOMICS (ECON)**

If you are a first-year student, you should include ECON 130, ECON 141, QUAN 102, QUAN 111.

a. Complete four courses at 100 level: ECON 130, ECON 141, QUAN 102 (or MATH 177 or STAT 193), and QUAN 111 (or MATH 141/142, and MATH 151).

b. Complete three courses at 200 level: ECON 201, ECON 202; one further course from ECON 211, ECON 212, FINA 201, MATH 277, QUAN 201, QUAN 203.

c. Complete three courses at 300 level from ECON 301–399, FINA 304, FINA 306, PUBL 303.

**FINANCE (FINA)**

If you are a first-year student, you should include ECON 130, ECON 141, QUAN 102, QUAN 111.

a. Complete four courses from ECON 130, ECON 141, QUAN 102 (or MATH 177 or STAT 131/193), QUAN 111 (or MATH 141/142, and MATH 151).

b. Complete three courses at 200 level: FINA 201, FINA 202; and one further course from ACCY 231, ECON 201, ECON 202, FINA 203, MATH 277, QUAN 201, QUAN 203, STAT 231, STAT 233.

c. Complete three courses at 300 level from ACCY 306, FINA 300–399.

**HUMAN RESOURCE MANAGEMENT AND INDUSTRIAL RELATIONS (HRIR)**

If you are a first-year student, you should include MGMT 101.


b. Complete four courses at 300 level: HRIR 320 and three further courses from HRIR 300–399.

c. Complete one further course from COML 302, ECON 333, HRIR 300–399, MGMT 300–399.

**INFORMATION SYSTEMS (INFO)**

If you are a first-year student you should include INFO 101, INFO 141, INFO 151.

a. Complete three courses at 100 level: INFO 101, INFO 141, INFO 151.

b. Complete three courses at 200 level from INFO 200–299.

c. Complete three courses at 300 level: INFO 320 or INFO 395, and two further courses from INFO 300–399.

Note: Specialisations in either IT Solutions or IS Business Analysis may be included within this major.

**INTERNATIONAL BUSINESS (IBUS)**

If you are a first-year student, you should consider taking an approved language or culture course in the first year.

a. Complete IBUS 201, IBUS 212, IBUS 305, IBUS 312.

b. Complete one further course from IBUS 200–399.

c. Complete one further course from IBUS 300–399, MARK 302 (or from ACCY 309, COML 306, ECON 309, FINA 302, HRIR 303).

d. Complete 20 points from 100-level ASIA, CHIN, FREN, GERM, ITAL, JAPA, PASI or SPAN or one of (ASIA 201, ASIA 202, ASIA 203, FHSS 210) or an approved substitute.

**MANAGEMENT (MGMT)**

If you are a first-year student, you should include MGMT 101.


b. Complete four courses from MGMT 300–399.

**MARKETING (MARK)**

If you are a first-year student, you should include MARK 101 and QUAN 102.

a. Complete three courses at 200 level: MARK 201, MARK 202, MARK 203.

b. Complete two courses at 300 level: MARK 301, MARK 303.

c. Complete two further courses from MARK 300–399, COML 308.
**PUBLIC POLICY (PUBL)**
If you are a first-year student, you should include FCOM 111 or PUBL 113 (recommended) or POLS 111.

a. Complete one course at 100 level from FCOM 111, POLS 111, PUBL 113.

b. Complete three courses at 200 level: PUBL 201, PUBL 210 and one further course from PUBL 200–299.

c. Complete two courses at 300 level: PUBL 310, and one further course from PUBL 300–399.

d. Complete one further course from PUBL 200–399.

**TAXATION (TAXN)**
If you are a first-year student, you should include ACCY 111, ACCY 115, FCOM 111.

a. Complete four courses at 200 level: ACCY 231, COML 203, COML 204, TAXN 201.

b. Complete three courses at 300 level: TAXN 301, and two further courses from TAXN 300–399.

**TOURISM MANAGEMENT (TOUR)**
If you are a first-year student, you should include TOUR 101, TOUR 102.


b. Complete TOUR 201, TOUR 202, TOUR 203.

c. Complete TOUR 302 or TOUR 320 and 45 further points from TOUR 300–399.
MINORS

Bachelor of Commerce students may add one or two minors to their degree (giving some recognition for a concentration in that area), normally by including 60 points from the relevant subject code within a major requirement at 200 level or above, of which at least 15 points are at 300 level. Some additional subjects not offered as majors can be taken as minors, as stated in the relevant degree statute. The following Commerce minor is not available as a major.

Econometrics—A minor includes at least 60 points selected from QUAN 201, 202, 203; ECON 301, 303; FINA 304.

Note: No course numbered 300–399 may be counted towards more than one minor or major or towards the 300–level requirement for a minor and a major.

ELECTIVES

The BCom degree must include at least 210 points from the BCom schedule. Many students will meet that target through the core courses and the requirements of their BCom major. In some cases, it may be necessary to choose additional Commerce electives. Further electives from the BCom schedule or the schedule of any other first degree at the University will usually be needed to meet the overall requirements of 360 points for the degree, including 180 points at 200 level or above, with at least 75 of those points at 300 level.

CONJOINT/DROPUBLE DEGREE PROGRAMME

It is possible to combine a Commerce degree with a second undergraduate qualification (for example, a Bachelor of Arts, Bachelor of Science, or Bachelor of Laws) in a conjoint degree programme. The amount of study involved is less than that required for two separate degrees because some points can be counted towards both degrees.

A conjoint programme means studying both areas simultaneously. A conjoint programme combining the BCom with another three-year degree consists of courses with a total value of at least 540 points, with at least 360 points at 200 level or above, of which 150 or more points are at 300 level. A conjoint programme will take four to five years of full-time study. In order to complete in four years, you will be required to include additional courses per trimester, or study in the third (summer) trimester.

Entry to a conjoint programme normally occurs in the second year of study. You must have, and maintain, a B–average or better to enter and continue in the programme.

Note: It is not possible to enter a conjoint degree programme if you have already completed either degree.

The overall course of study for a conjoint programme must include all courses required for the two separate degrees (for example, at least 210 points from the BCom schedule, including the core). It must also satisfy any major subject requirements. The remaining courses may be chosen from any first degree schedule. A conjoint programme should be attempted only by students with a good academic record and who are willing to accept a high workload and the long period of study involved.

If you do not meet the requirements of a conjoint degree (for example, your grade average is lower than a B– or you wish to finish one degree first), you may do a double degree. This will generally mean doing a minimum of 60 additional points (at least one extra trimester) over and above the requirements of a conjoint degree. For some degree combinations, it may also mean doing additional 200- and 300-level points.
COMMERCE SUBJECT AREAS

ACCOUNTING
Accounting is often referred to as the language of business and is a vital aspect of commerce throughout the world: securing finance for a new company, helping a company prepare fair and accurate reports of profit and business activity, advising on how best to manage revenue and costs and listing on the share market. As firms and financial markets become global, accounting and accounting qualifications have become even more internationally relevant.

ACTUARIAL SCIENCE
Actuarial Science applies mathematical and statistical methods to assess risk in insurance, finance and other industries and professions. Professional actuaries are traditionally involved in superannuation, insurance, and banking but there is growing demand for actuarial skills across a diverse range of business disciplines such as management consultancy, investment, finance, and stockbroking as well as in government, education, health and software development.

COMMERCIAL LAW
The law affects all business activity. Whether dealing with customers, suppliers or employees, or protecting the physical and intellectual assets of their firm, it is essential that business people have some knowledge of appropriate legal issues. An understanding of commercial law and its operation will aid both those who make business decisions and those who advise others on business decisions.

DATA SCIENCE
Big data and the internet of things have changed the way society works—we send and receive data constantly, and now we need people who can manage and find hidden insights within it.

Data science combines ideas from statistics, computing and mathematics to provide new insights that are crucial to the survival of businesses, governments, and institutions that want to transform their data into information, insights, and novel data products.

Make discoveries as you dive into data with this new major that will set you up for a career in an exciting industry.

You will develop technical skills in statistics, computing, databases and mathematics to explore and understand data in a range of settings and applications, assess the ethics of data collection and use, question privacy and security issues, learn about the importance of communicating effectively with data, and explore how workplaces can ‘put data in its place’.

Data Science is available as a major in the Bachelor of Arts, Bachelor of Commerce and Bachelor of Science.

Graduates will have skill sets that open up career opportunities in the public, private and not-for-profit sectors.

ECONOMETRICS
Econometrics is the branch of economics concerned with the empirical estimation of economic relationships. Econometrics uses economic theory, data, and statistical theory refined into econometric techniques to measure and empirically test relationships between economic variables and to make forecasts based on the estimated relationships. The econometric approach is a valuable skill in many areas of commerce (including marketing and accounting) and the social sciences and can be used whenever the aim is to give empirical content to theoretical reasoning.

ECONOMICS
Economics is a social science that focuses rigorous thought and argument on many of the major choices facing modern society. It aims to achieve a clearer understanding of how organisations, firms, markets, and national and global economic systems work. Topics of study include different types of markets, determination of incomes and employment, income distribution, resource allocation, international trade, inflation and business cycles, and the effects of government policies. Economics provides a foundation for careers in many fields, including accounting, business, marketing, management, public policy, and finance.
FINANCE
An understanding of financial markets is essential for understanding a modern economy. There are four broad areas of finance: financial securities, financial institutions, financial decision-making by firms, and portfolio choice. Equities, bonds, futures contracts, and options are the basic financial securities analysed in finance courses. The classic financial institution is a bank, which accepts deposits and issues loans. Financial decision-making by firms principally comprises the choice of investment projects, the financial securities that are issued in order to finance them, and the dividend policy that distributes the proceeds to investors. Individuals must choose the securities they wish to hold. This then leads to the matter of how the prices of financial securities are determined and how individuals’ savings are allocated to firms’ investment projects.

www.victoria.ac.nz/sef

HUMAN RESOURCE MANAGEMENT AND INDUSTRIAL RELATIONS
Human Resource Management and Industrial Relations (HRIR) is a multidisciplinary area that investigates all dimensions of employment relations in the public and private sectors. Modern organisations increasingly regard staff as their most valuable asset and their chief source of competitive advantage. Consequently, they attach great importance to how they manage people. The successful management of employment relations is vital if employees are to be motivated and organisations are to be successful. Fitting well with the study of management, marketing, information systems, and economics, HRIR provides a strong complement to the acquisition of professional qualifications in areas such as law, accounting, architecture, and nursing, where people management skills, though often overlooked, are of vital importance.

www.victoria.ac.nz/som

INFORMATION SYSTEMS
Information Systems (IS) sits at the intersection of people, process and technology. Professionals in this field are the computer-literate technicians, designers, managers, and leaders who will shape the evolution of new business forms in the coming decades. Students of IS can select predefined specialisations in business analysis or solutions development, or tailor-make their own programme to focus on a range of areas, including IT leadership, innovation, or data analytics. Graduates with an IS major can pursue career opportunities such as IT technologists, process designers, and IT consultants. They can work at all levels in a range of IT projects. Information systems also plays a role defining and enabling a sustainable future for business and society. It is also the logical second major for those with a major in Accounting, Marketing, Finance, or Economics, so graduates are equipped to cope with technology-driven change. The School of Information Management is well connected to industry and government, so students enjoy ready access to current expertise and real-world examples delivered by tech-sector specialists.

INTERNATIONAL BUSINESS
In today’s globalised world, firms either do business internationally or compete with international players. International business tackles a critical question: How can firms achieve success in the global market? Students completing a major in International Business learn about the issues that firms face in international markets. They explore topics such as cross-cultural communication, international management, organisational behaviour, and international business strategy. Our graduates are sought after for their global perspective and meet the increased demand for an internationally competent workforce. International Business graduates have gone on to secure roles in the business sector, in government, and policy areas and, with further study, in academia.

MANAGEMENT
Managing is a human activity that involves both people skills and analytical skills. The study of management provides insights into the operation of organisations: understanding the behaviour of people and organisations, how decisions are made and strategies chosen, what provides for sustainable advantages, how innovations are generated, and how to achieve an effective alignment of an organisation with its environment. The study of management introduces multiple perspectives and addresses management for large and small enterprises as well as in commercial, industrial, and not-for-profit organisations and government-owned and operated institutions.
MARKETING
Marketing is a central business discipline that directs an organisation's efforts to compete. This involves discovering and developing strategies and offerings to match the needs and expectations of customers and other stakeholders, and doing this better than local, national, and international rivals. Marketing is a practical, career-oriented, and professional major that requires analytical skills, logic, creativity, and leadership. As a Marketing major, you'll explore how to analyse your own organisation and the markets in which it exists. You'll learn about the development, sale, and distribution of goods and services, and the related fields of consumer behaviour, market research, data-driven customer relationship management, internet marketing, arts and social marketing, and marketing management.

www.victoria.ac.nz/smib

PUBLIC POLICY
Public Policy is a field of study that focuses on the decisions governments make and how they can best make these decisions. Public Policy covers a variety of issues and topics, from education and health to economic development and environmental sustainability. Students of Public Policy examine the methods used to arrive at fair and good decisions and consider the implementation of policy decisions and the effective management of the activities of the public sector.

www.victoria.ac.nz/sog

TAXATION
The impact of taxation is a key aspect of financial and corporate decision-making. Because of its location near the pillars of the New Zealand tax system (Parliament, the Treasury, Inland Revenue and the courts), the School of Accounting and Commercial Law is able to offer a range of up-to-date taxation courses that broaden understanding of domestic and international taxation. A taxation major or minor covers topics such as New Zealand personal and corporate income tax systems, GST regimes, international tax law, double tax treaties, tax policy development, and tax administration practices.

www.victoria.ac.nz/sacl

TOURISM MANAGEMENT
As a tourist destination, New Zealand’s beauty, environment and culture attract an increasing number of visitors, especially those who wish to experience the freedom and adventure activities the country has to offer. Studying Tourism Management prepares you for employment in this growing international industry with the specialist knowledge sought by employers locally and around the world. You’ll be studying how tourism works, how tourism businesses operate, the behaviour of tourists, and the impacts of visitors on a country. You’ll be looking in depth at the industry, so you can enter it with a firm grasp of how it has grown, how it works, and how it is continuing to develop.

You can take a major in Tourism Management for a BCom, or as a second major for a Bachelor of Arts or Bachelor of Science. A minor in Tourism Management is an excellent addition to any other programme. Tourism Management encourages cross-disciplinary study and provides transferable skills and knowledge. You will have the opportunity to strengthen your analytical skills by taking advantage of studying a dynamic and globally integrated industry with the effective use of big data related to tourists, products, firms, destinations, and more.

www.victoria.ac.nz/tourism-management
**COURSE PLANNING**

To assist with planning your degree, check your myDegree record (available through myVictoria) or meet with your student adviser at the drop-in sessions listed below. These are held on the ground floor of Rutherford House at the Pipitea campus.

First-year course advice sessions will run one morning per week in room MY208, Murphy building, at the Kelburn campus, during teaching weeks.

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The University has a range of services for students to ensure their university experience is positive.

[www.victoria.ac.nz/student-support](http://www.victoria.ac.nz/student-support)