

CAREERS FOR CHANGE

Business and Commerce



Lincoln University

Te Whare Wānaka o Aoraki

AOTEAROA • NEW ZEALAND

New Zealand's specialist
land-based university



• **BE PART OF THE GENERATION THAT
WILL MAKE A CHANGE**



• WWW.LUGENERATION.CO.NZ

OUR MISSION



**The University has a mission to help:
feed the world, protect the future,
and live well.**

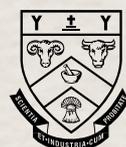
It is predicted that by 2050 the world's population will reach 9.2 billion people: this will create challenges that need solutions.

As the population grows, food supply and production will become key. So will sustaining the environment for future generations. As these two, potentially conflicting, concepts become increasingly pressing we will also want to be living well on our planet.

Lincoln University is a uniquely and deliberately specialised university finding solutions for these challenges.

To achieve our mission, Lincoln is positioned to work alongside industry, the community, and people from around the globe. The University's qualifications range from certificate level through to PhD - and our teaching and research covers all activity associated with the land-based sectors to meet the needs of not only New Zealand but also the world.

Lincoln students come from all over New Zealand and from more than 60 countries around the world. Once studies are completed, Lincoln graduates can be found around the globe making a difference.



**Lincoln
University**
Te Whare Wānaka o Aoraki

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New Zealand's specialist land-based university

KIA ORA AND WELCOME



Whether you're looking at doing tertiary study for the first time, or adding to your educational achievements, you know the importance of selecting the right course of study and the right tertiary institution to carry out that study – the first step towards a future filled with opportunities.

Focusing on what you enjoy as well as your strengths is a good place to start to make the right decision for you. Think about what really interests you and why it interests you. What do you like about certain activities or environments? What skills do you already have or want to learn and use? What job would suit your personality? Are there a number of courses which match your preferences and skill set?

Once you've thought about what you might like to do, talking with friends and family who know you well is a good way to get perspective and narrow down the choices. Follow up by talking to a career

advisor who can give you more information about various qualifications and how to achieve your career goals. Talking to people who have studied the subject you are interested in, or who are working in the field or job you are thinking about, can be really helpful and give you a realistic picture of what it will be like. It makes sense to decide what sort of job and lifestyle you want first, then work out what programme of study is best suited to make you employable in your chosen field.

Lincoln University offers a diverse range of programmes which prepare students for the demands of today's world. Course theory is underpinned by a practical focus which gives students valuable real world skills and experience. Our graduates move into the workplace with the knowledge and proficiency to be successful in a huge variety of careers all over New Zealand and the world.



Lincoln campuses

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Lincoln University has two South Island campuses: **Te Waihora** in Lincoln, Canterbury and **Telford** in Balclutha, Otago.

» Te Waihora campus (Lincoln, Canterbury)

Situated on 58 hectares of green space, the University offers modern teaching on this beautiful, established campus. Facilities include a comprehensive library, IT labs, free car parking, large dining hall and function centre, café and bar, a printery, a travel agency, banking services and excellent sporting facilities.

With a student population of 3500, from over 60 different countries, Lincoln University is an easy place to make friends. On-campus accommodation is home to around 600 students during the University year, including catered halls of residence, self-catered residential halls and student housing. For those living off-campus, there are regular bus services to and from central Christchurch.

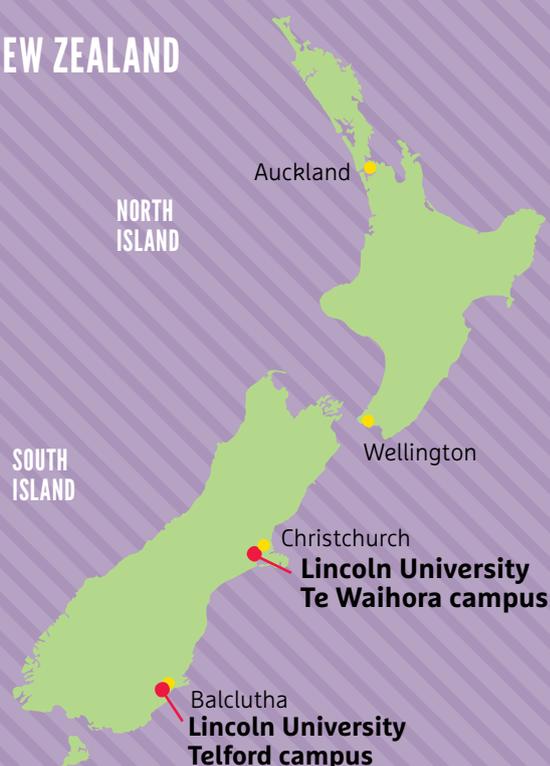
Find out more: www.lincoln.ac.nz

» Telford campus (Balclutha, Otago)

The Telford campus is our smaller campus and one of New Zealand's largest land-based vocational training providers. Located near Balclutha in South Otago, it is based on a 921-hectare commercial farm, offering real farming experience for live-in students. Telford offers practical training in agriculture, rural vet technician practices, dairying, stock and station, equine studies, forestry, horticulture, and apiculture (beekeeping).

Find out more: www.telford.ac.nz

NEW ZEALAND



Why study business and commerce?

RANKED #13
SMALL UNIVERSITY
IN THE WORLD
BY QS RANKINGS 2015



Studying business and commerce at Lincoln University opens up a world of opportunities in a range of industries, from food to fashion, agribusiness to supply chain management. Our business and commerce qualifications cover a wide spectrum of subjects, including agribusiness, accounting and finance, food and resource economics, IT, marketing, supply chain management and global business, production management, rural finance, valuation, agricultural management and property management.

With many employers seeking the unique combination of skills provided by our business and commerce qualifications, Lincoln University graduates are in high demand. We offer a deliberately specialised suite of qualifications which include core business skills needed regardless of your ultimate career path - opening up a world of possible jobs. For example, our Bachelor of Agribusiness and Food Marketing degree equips students with an applied knowledge of core business concepts and the specific commercial considerations of the multi-billion dollar primary production industry. It's the first programme of its kind in New Zealand, and was developed using industry input.

Studying at Lincoln University means you will be learning from some of the very best researchers and lecturers in their field and accessing the most up-to-date industry knowledge. We use real-world examples and practical experiences to equip our graduates with the knowledge, skills and

values to immediately make a difference in the workplace. Students also develop transferrable skills during their qualification, including time management, communication and IT skills which are fundamental in any workplace.

Our emphasis on real-world application means our graduates are ready to 'hit the ground running' and are immediately employable. Many of our students take advantage of Lincoln University's partnership with employers to secure a career opportunity before they graduate.

This book explores undergraduate options in the field of business and commerce, and some of the pathways that our graduates have taken to get them where they are today. It is designed to show you pathways and opportunities you can take, and assist you in making the right choice for your future. To see the full range of qualifications on offer, visit: www.lincoln.ac.nz

What are your choices?

Depending on interests, time, and current qualifications, you can choose from the University's undergraduate diploma or degree programmes through to postgraduate level courses.



Programmes on offer for business and commerce studies:

Accounting and Finance			B	H		M	PhD
Agribusiness and Food Marketing			B			M*	PhD
Commerce		D	B	H	PG	M	PhD
Commerce (Agriculture)			B	H		M	PhD
Food and Resource Economics			B	H		M	PhD
Information Technology			B	H		M	PhD
Land and Property Management			B	H		M	PhD
Marketing			B	H		M	PhD
Supply Chain and Global Business			B	H		M	PhD
Tourism Management			B	H		M	PhD

Note: Qualifications change from time to time, if you don't see the programme you are interested in please contact Student Liaison on 0800 10 60 10.

* Agribusiness at Master's Level

C Certificates

These are excellent entry qualifications for people who would like comprehensive introductory information, don't have University Entrance, or who are coming back to University and would like to prepare for further study.

D Diplomas

These are one-year programmes that focus on particular areas of interest.

B Bachelors' degrees

In most cases, the bachelor's degree allows you to follow the path you want, mixing optional subjects with papers that are core requirements.

Undergraduate qualifications usually commence in semester one (February), but it is often possible to start in semester two (July) depending on the qualification selected.

Lincoln University also offers a wide range of single or multi-disciplinary further study or research opportunities for those looking for highly respected postgraduate qualifications. Please view the Postgraduate prospectus or visit: www.lincoln.ac.nz

H Honours degrees

Offer the opportunity for those with high academic results to complete a fourth year of study on completion of their bachelor's degree.

PG Postgraduate and graduate certificates and diplomas

These allow you to transfer from another area of study to gain skills in an area of interest, or build on the bachelor's degree or equivalent already gained.

M Masters' degrees

These enable you to develop a thesis in a chosen area or undertake taught qualifications. They are the highest pre-doctorate qualification.

PhD Doctor of Philosophy (PhD)

These are available in most of the disciplines in which the University offers postgraduate studies. This is a further three years' study and a thesis on top of a Master's or Honours degree.

Best preparation for business and commerce studies

If you are still at school, we highly recommend you take subjects that are relevant to your chosen course of study to make the most of your time studying at Lincoln University.

The table below shows you the subjects you should consider at school if you are thinking of pursuing the qualifications listed. It is also a good way of finding out what you might want to study if you are interested in particular school subjects.

	ACCOUNTING	AGRICULTURE/ HORTICULTURE	ART/HISTORY/ CLASSICS	BIOLOGY	CHEMISTRY	COMPUTING	ECONOMICS	ENGLISH	GEOGRAPHY/ SOCIAL STUDIES	GRAPHICS/ DESIGN	MĀORI/TE REO	MATHS/ STATISTICS	PE/OUTDOOR ED	PHYSICS	TOURISM
BACHELOR OF AGRIBUSINESS AND FOOD MARKETING															
BCOM – ACCOUNTING AND FINANCE															
BCOM - FOOD AND RESOURCE ECONOMICS															
BCOM - INFORMATION TECHNOLOGY															
BCOM - MĀORI AND INDIGENOUS BUSINESS STUDIES															
BCOM - MARKETING															
BCOM - SUPPLY CHAIN MANAGEMENT AND GLOBAL BUSINESS															
BACHELOR OF COMMERCE (AGRICULTURE)															
BACHELOR OF LAND AND PROPERTY MANAGEMENT															
BACHELOR OF TOURISM MANAGEMENT															
DIPLOMA IN COMMERCE															

 Recommended subjects.  Useful subjects.

Lincoln University and Climate Change



The University's commitment to sustainability and climate change issues is apparent in our teaching and research, from cutting edge research around climate change, asking questions about adaptation and evolution in changing environments and a changing climate, to mitigating the impact of agriculture on the planet.

So if the global challenges of how to feed the world, protect the future and live well mean something to you, or climate change is on your radar, then you have found the university for you.

The details

Here is just a quick snapshot of our world-leading climate change research and educational initiatives, from detailed scientific studies on the mitigation of greenhouse gas emissions to alternative fuels and climate-resilient tourism.

1. Lincoln University is a partner in the NZ Agricultural Greenhouse Gas Research Centre (NZAGRC), a partnership between leading New Zealand research providers working in the agricultural greenhouse gas area. <http://www.nzagrc.org.nz/nitrous-oxide.html>
2. Lincoln University hosts the National Centre for Nitrous Oxide Measurement, part of the NZAGRC. The Centre can process more than 1000 nitrous oxide samples a day, making it one of the best specialist facilities of its type in the world.
3. Lincoln University contributes to the Global Research Alliance on Agricultural Greenhouse Gases which has 46 member countries. The Alliance focuses on research, development and extension of technologies and practices to grow more food (and more climate-resilient food systems) without growing greenhouse gas emissions. <http://globalresearchalliance.org/about/>
4. Lincoln University is involved in reducing greenhouse gas emissions on the farm by exploring the possibility of renewable fuel. The latest excitement is over Japanese grass *Miscanthus x giganteus*. <http://bioprotection.org.nz/news/can-farmers-help-address-climate-change>
5. Climate change has the potential to both increase New Zealand's attractiveness to tourists and undermine some of its core attractions. Lincoln University is involved in research projects around protecting and growing the tourism industry and developing adaptation strategies.
6. Lincoln University has established a nationwide Global Challenges Programme and Scholarships in response to challenges facing the planet today, including climate change, food production and security, depleting resources, urban sprawl, the loss of biodiversity, and pollution.
7. Lincoln University's academic staff are actively involved in teaching, researching and publication around climate change issues, as well as being involved on committees and boards dedicated to exploring climate change.
8. Lincoln University co-hosts the Waterways Centre (with the University of Canterbury) dedicated to improving New Zealand's waterways. Lincoln University undertakes extensive research on Banks Peninsula and elsewhere with respect to species conservation, and we host New Zealand's only Bio-Protection Research Centre.

To find out more, please talk to us.





Our programmes

10 Bachelor of Agribusiness and Food Marketing

12 Bachelor of Commerce

Accounting and Finance

Food and Resource

Economics

Individual

Information Technology

Māori and Indigenous

Business Studies

Marketing

Supply Chain Management and Global Business

16 Bachelor of Commerce (Agriculture)

18 Bachelor of Land and Property Management

22 Bachelor of Tourism Management

24 Diploma in Commerce

Lincoln University's bachelor degrees include three LINC courses. These are common to all the degrees and give students a broad global understanding of issues impacting the future of the planet, as well as core learning skills necessary for University study.

LINC 101

Land, People and Economies

An introduction to the many perspectives involved in the use, management and stewardship of land, underpinned by the consideration of land as a resource, and the conflicts and tensions over land use and ownership. A range of topical issues are studied.

LINC 102

Research and Analytical Skills

An introduction to research, its role and function in the production and communication of knowledge. An introduction to critical thinking and the tools and techniques used in evidence-based decision-making and mathematics, statistics, and computing skills.

LINC 201

Sustainable Futures

An advanced discussion on sustainability issues in a global framework. This interdisciplinary course focuses on global sustainability with reference to social, environmental, cultural and economic aspects of sustainability.

BACHELOR OF Agribusiness and Food Marketing

www.lincoln.ac.nz/BAFM



DURATION:

3

Years

TAUGHT AT:



Te Waihora campus
(Lincoln, Canterbury)

INTAKE:

Semester Semester

1

2



Lincoln's Bachelor of Agribusiness and Food Marketing degree will equip students with a sound applied knowledge of core business concepts and the unique commercial considerations of the multi-billion dollar primary production industry.

A rapidly growing global population and the constraints of finite resources require a more savvy approach to the business of food production and food marketing. Likewise, the increasing sophistication and purchasing power of consumers throughout the world means an increasing demand for a diverse range of high quality products. Students will gain a contextual understanding of the global agribusiness and food marketing sectors to meet this demand.

Entry requirements:

- University Entrance through NCEA, or an approved equivalent qualification.
- If English is not your first language other entry requirements will apply.

Refer to www.lincoln.ac.nz for more information.

Recommended preparation:

Having an interest and understanding of New Zealand's agribusiness and the food industry would be advantageous.

Programme structure:

- Pass at least 360 credits (24 courses)
- Pass all compulsory courses
- Complete no more than 165 credits (11 courses) at 100 level
- Complete at least 75 credits (5 courses) at 300 level
- Complete all practical work requirements.

Practical work:

18 weeks in total:

- Working in aspects of the food industry including production systems (horticultural and agricultural), adding value to primary products or marketing.

Career outcomes:

Studying Agribusiness and Food Marketing at Lincoln University opens up a world of opportunities. Graduates are employable along the agrifood value chain in positions such as product sales, customer service, marketing and communications, new product innovation, logistics and supply chain management, business development, as well as quality and supply management.



FACT

70%
OF NZ'S MERCHANDISE EXPORT
REVENUE COMES FROM THE
PRIMARY SECTOR

Agribusiness accounts for 70% of New Zealand exports and is the focus of our largest businesses such as Fonterra, Zespri, Silver Fern Farms and ANZCO Foods, as well as many smaller innovative food businesses. Food companies looking for Agribusiness and Food Marketing graduates include dairy, meat, wine, horticulture and cereals, as well as processed food and beverage companies.

Programme content

Content can include topics such as:

- Land, People and Economies
- Research and Analytical Skills
- The Global Business Environment
- Transforming Data into Information
- Financial Information for Business
- Introduction to Commercial Law
- Food Quality and Consumer Acceptance
- Global Food Systems
- Sustainable Futures
- Processing Food for Consumers
- The Agribusiness Environment
- Logistics Management
- Food Product Innovation and Quality
- Agribusiness Strategic Management
- Integrated Agribusiness and Food Marketing Strategy
- Marketing Analytics and Research
- Marketing of New Zealand Products and Services
- Supply Chain Management.



>> PROGRAMME CONTACTS



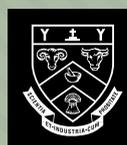
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BACHELOR OF Commerce

www.lincoln.ac.nz/BCom

DURATION:

3

Years

TAUGHT AT:



Te Waihora campus
(Lincoln, Canterbury)

INTAKE:

Semester Semester

1

2



Lincoln University's Bachelor of Commerce (BCom) degree has a specific focus on value chains. Value chains connect the world, and so do our graduates.

When businesses link their strategies and operations with what is happening in the global economy and with their commercial partners, they are well positioned to capture competitive advantages. As economies have become more interconnected and businesses have become more dependent on international markets for raw materials and end consumers, there is an increasing need for people who understand the global nature of value chains - and Lincoln University's BCom majors will give you the tools to be one of them.

The BCom has seven majors: Accounting and Finance, Food and Resource Economics, Individual, Information Technology, Māori and Indigenous Business Studies, Marketing and Supply Chain Management and Global Business.

Entry requirements:

- University Entrance through NCEA, or an approved equivalent qualification.
- If English is not your first language other entry requirements will apply.

Refer to www.lincoln.ac.nz for more information.

Recommended preparation:

For all Bachelor of Commerce programmes, a broad range of subjects at NCEA level is ideal.

In addition, for the Accounting and Finance major - Accounting, Economics, or Business Studies would be beneficial but not essential.

Programme structure:

- Pass at least 360 credits (24 courses)
- Pass all compulsory courses
- Include no more than 165 credits (11 courses) at 100 level
- Pass at least 75 credits (5 courses) at 300 level
- Meet the requirements of at least one of the named Bachelor of Commerce majors.



Majors:

Accounting and Finance

The Accounting and Finance major focuses on how firms develop and use financial systems and models to enhance value to the firm and to others in the value chain. It provides a pathway into internationally recognised professional bodies including Chartered Accountants Australia and New Zealand (CA ANZ), Certified Practising Accountants (CPA) Australia, and the Association of Chartered Certified Accountants (ACCA). This is a career-focused applied programme that provides students with practical skills, and accounting and finance firms often approach Lincoln University looking for graduates.

Career outcomes

Graduates of the Accounting and Finance major are highly valued because they are industry-informed, have practical and applied skills, and work-ready capabilities. Graduates work in a number of careers including professional accounting, banking, financial consulting, stock broking, investment analysis, auditing, business advisory, insurance, rural banking, rural accounting, and financial control.

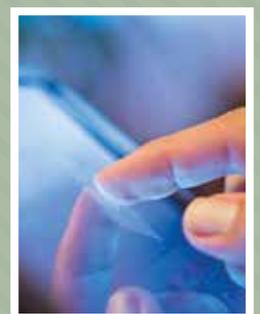
Accreditation: Chartered Accountants Australia and New Zealand (CA ANZ), Certified Practising Accountants (CPA) (Australia), Association of Chartered Certified Accountants (ACCA).

Food and Resource Economics

The Food and Resource Economics major focus on the importance of the food industry to New Zealand's and the world's economy. Areas of study include production systems, the New Zealand economy, trade economics and global value chains. You will graduate having been taught in-depth analytical skills and knowledge required to become a professional economist in the global food and resource industries.

Career outcomes

Career opportunities for graduates from this programme are varied both in government and industry such as economist, economic/business analyst, research, trade and enterprise, policy advisor/analyst.



BACHELOR OF COMMERCE

(continued)



Individual

An Individual major means you can create your own Bachelor of Commerce, building on the core compulsory courses and adding in electives of your choice. Your Individual major must have two areas of focus. Please contact the University to talk it through.

Career outcomes

The career opportunities are essentially limitless because students can choose to focus on areas that suit their individual career aspirations. Students should choose courses that complement each other because they provide a package of knowledge and skills that would be attractive to potential employers.

Information Technology

The Information Technology major will produce graduates who are highly skilled in understanding the importance of business computing to land-based industries and the role that these technologies play in creating value and sustaining performance. Graduates will be able to develop, apply and evaluate appropriate information technology solutions for important business challenges. A major in Information Technology will enhance and support the knowledge, skills and values that underpin the commercial sector - and open up a wide and varied career.

Career outcomes

Graduates of this major will gain the skills to apply technology in a business setting to help businesses to be more efficient and more productive. Career opportunities include roles such as business analyst, interface designer, computer and information systems manager, systems analyst, technical communicator, website or application developer.

Māori and Indigenous Business Studies

The Māori and Indigenous Business Studies major recognises Māori assets are key economic resources (for Māori as individuals, whanau, hapu and iwi) that contribute to a diverse New Zealand economy.

The major builds on the core courses within the BCom and investigates the unique associations Māori and indigenous communities have with their traditional territories, places, environments and resources. These associations bring with them a store of knowledge, cultural frameworks, imperatives, concepts and approaches that underpin their management and development. These same communities are now tasked with applying these across a range of modern settings and increasingly diverse business and development contexts. Courses in this major revolve around key themes such as how to best manage and develop collectively owned assets, reconciliation of economic growth with social and cultural imperatives, appropriate governance and management systems nuanced to culture, intergenerational business planning and maintenance and enhancement of environmental quality.

Career outcomes

Employment at a managerial level in any business governed by Māori (or other indigenous people), or employment in any business where an understanding and appreciation of social and cultural imperatives of Māori (and indigenous communities as appropriate) is fundamental to the successful operation of that business.

Marketing

Marketing involves creating, communicating, delivering, and exchanging offerings that have value for customers, clients, partners, and society at large. The Marketing major provides graduates with the analytical skills and balanced judgement to make sound marketing decisions building on the knowledge gained from both their marketing and BCom courses. Students work on an actual marketing research project in their third year of study, giving graduates practical skills to add to their CV and valuable experience to take into their new careers.

Career outcomes

Marketing is one of the most popular graduate careers, making entry extremely competitive, but there are many routes you can take with your career. In addition to specialist marketing, advertising and PR agencies, marketing is a core element of all organisations and therefore opportunities exist across all industry sectors – private, public and not-for-profit.

Typical roles include market researcher, marketing assistant/co-ordinator, advertising/sales account executive, advertising copywriter, event organiser, public relations officer, media buyer, media planner.

Supply Chain Management and Global Business

The Supply Chain Management and Global Business major has a unique focus on the complexities of managing business relationships, conducting business between firms, creating value, and moving products and information around the world. Students will also study managing people, sustainability and international trade - making them the ideal candidates to address the shortage of highly skilled workers in this area. Each year the world's second largest logistics company comes to Lincoln University to recruit our students.

Career outcomes

Graduates of this major are very employable throughout the world and the university has strong links with industry who actively seek our supply chain graduates. Some examples of recent graduate jobs include management recruiting schemes in logistics and supply chain with some of the biggest logistics firms in NZ and internationally, defence force logistics specialists, operations managers, inventory and procurement managers, freight forwarding and logistics managers.

This qualification is rather unique in New Zealand as it is a comprehensive degree that trains students in the fundamental and advanced aspects of managing global supply chains. Many business owners choose Lincoln University graduates as they are work ready on graduation.

>> PROGRAMME CONTACTS



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BACHELOR OF Commerce (Agriculture)

www.lincoln.ac.nz/BComAg



DURATION:

3

Years

TAUGHT AT:



Te Waihora campus
(Lincoln, Canterbury)

INTAKE:

Semester Semester

1

2



Lincoln University's Bachelor of Commerce (Agriculture) is a specialised, industry-based degree that prepares graduates for leadership in both the farming and agribusiness sectors.

It teaches the bio-economic basis for agriculture through 'applied academic' courses, real-world case studies, field trips and regional study tours.

The programme is structured around a number of integrated agricultural and agribusiness courses. You will also learn about economics, business law and finances as well as core University topics to put your learning in a broader context. Students of the BCom(Ag) can also choose additional courses of interest to extend their career opportunities.

Entry requirements:

- University Entrance through NCEA, or an approved equivalent qualification.
- If English is not your first language other entry requirements will apply.

Refer to www.lincoln.ac.nz for more information.

Recommended preparation:

English, Maths, Biology as well as a passion for the agricultural industry is beneficial.

Programme structure:

- Pass at least 360 credits (24 courses)
- Pass all compulsory courses
- Complete no more than 165 credits (11 courses) at 100 level
- Complete at least 75 credits (5 courses) at 300 level
- Complete all practical work components.

Practical work:

39 weeks in total:

- Two different types of farm for a total of 26 weeks with a minimum of 11 weeks on each.

Any time remaining can be working on a different type of farm or in an allied industry of your choice.



Career outcomes:

Graduates of this programme are well equipped for leadership roles across the agricultural industry.

Programme content

Content can include topics such as:

- Land, People and Economies
- Research and Analytical Skills
- Animal, plant and soil production
- Transforming Data into Information
- Financial Information for Business
- Economies and Markets
- Introduction to Commercial Law
- Primary Industry Systems
- Sustainable Futures
- The Agribusiness Environment
- Farm Management Analysis and Planning
- Farm Development and Investment
- New Venture Planning in Primary Production
- Agribusiness Strategic Management.



>> PROGRAMME CONTACTS



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STUDENT LIAISON TEAM

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BACHELOR OF Land and Property Management

www.lincoln.ac.nz/BLPM

DURATION:

4

Years

TAUGHT AT:



Te Waihora campus
(Lincoln, Canterbury)

INTAKE:

Semester Semester

1

2



Lincoln University's Bachelor of Land and Property Management (BLPM) is the most comprehensive property-focused degree in Australasia. It gives students the option to study an urban or rural specialisation, or both – or to combine property studies with an additional area of focus such as accounting, finance, investment, planning, environmental management, geomatics or marketing. We call this 'property plus'. There is also the possibility of spending a semester or two at a university overseas.

This unique programme provides graduates with a well-rounded knowledge-base upon which to begin any property career, whether in New Zealand or internationally. The BLPM degree maintains the long established accreditation of Lincoln University property courses with national professional bodies such as The Property Institute of New Zealand, the Valuers Registration Board, the Institute of Valuers, and the Real Estate Agents Authority.

The degree also adds an international dimension by being fully accredited with the Royal Institution of Chartered Surveyors via a university partnership agreement. This means BLPM graduates can now qualify to become Chartered Surveyors as well as the more traditional roles as Registered Valuers and Registered Property Managers.

Entry requirements:

- University Entrance through NCEA, or an approved equivalent qualification.
- If English is not your first language other entry requirements will apply.

Refer to www.lincoln.ac.nz for more information.

Recommended preparation:

Geography, Economics, English and Maths are all useful preparation but not essential.



Programme structure:

- Pass at least 480 credits (32 courses)
- Pass all compulsory courses
- Complete no more than 210 credits (14 courses) at 100 level
- Complete at least 150 credits (10 courses) at 300 level
- Complete the requirements of either the Urban or Rural specialisation
- Complete the practical work component.

Practical work:

Urban specialisation

12 weeks in the following areas:

- Valuation
- Property Management
- Real Estate
- Construction - a maximum of 6 weeks only.

Rural specialisation

12 weeks in the following areas:

- Valuation
- Property Management
- Real Estate
- Construction - a maximum of 6 weeks only.

Plus 26 weeks on-farm practical work on two different farm types.



BACHELOR OF LAND AND PROPERTY MANAGEMENT

(continued)



Accreditations:

Royal Institution of Chartered Surveyors (RICS); The Property Institute of New Zealand; The New Zealand Institute of Valuers; and The Valuers Registration Board.

Career outcomes:

Property provides the foundation and resources for virtually every part of our daily lives, from where we live to where we work, socialise, learn, and play. It contributes enormously to worldwide economies as a valuable asset base and a foundation for production requiring development, maintenance and renewal.

Graduates of the urban property specialisation are prepared for a very wide range of careers including: valuation, property, facilities and asset management, property development, investment and portfolio analysis, real estate brokerage and banking and finance, to name just a few.

Careers with a rural property specialisation include farm and other rural property management, rural banking and finance, valuation, and property development. Careers with an agricultural focus will include farm consultancy and rural valuation, or these pursuits can be uniquely combined: for example, agribusiness consultancy and valuation is a popular and highly valued pathway.

Programme content

Urban specialisation

Content can include topics such as:

- Land, People and Economies
- Research and Analytical Skills
- Transforming Data into Information
- Financial Information for Business
- Economies and Markets
- Introduction to Commercial Law
- Computing Fundamentals
- Building Construction
- Introduction to Property
- Sustainable Futures
- Land Economics
- Buildings Facilities Management
- Financial Management
- Property Law
- Principles of Urban Property Management
- Real Estate Marketing and Management
- Principles of Valuation
- Resource Management Law
- Property Analytical Methods
- Property Investment and Portfolio Analysis
- The Valuation of Investment Property
- Urban Valuation
- Property and Facilities Management
- Property Development.



FACT

\$428b
NZ PROPERTY ASSETS

Programme content

Rural specialisation

Content can include topics such as:

- Land, People and Economies
- Research and Analytical Skills
- Transforming Data into Information
- Financial Information for Business
- Economies and Markets
- Introduction to Commercial Law
- Building Construction
- Primary Industry Systems
- Plant Science
- Soil Science
- Introduction to Property
- Sustainable Futures
- Land Economics
- Financial Management
- Property Law
- Real Estate Marketing and Management
- Principles of Rural Valuation
- Principles of Farm Management
- Horticultural Systems
- Farm Management Analysis
- Horticultural Management Analysis
- Resource Management Law
- Farm Management Analysis and Planning
- Farm Development and Investment
- New Venture Planning in Primary Production
- Property Analytical Methods
- Property Investment and Portfolio Analysis
- The Valuation of Investment Property
- Rural Valuation.

>> PROGRAMME CONTACTS



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Course Advisor (Rural)

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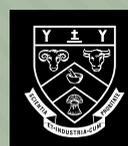


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STUDENT LIAISON TEAM

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03 423 0000

BACHELOR OF Tourism Management

www.lincoln.ac.nz/BTM



DURATION:

3

Years

TAUGHT AT:



Te Waihora campus
(Lincoln, Canterbury)

INTAKE:

Semester Semester

1

2



Lincoln University's Bachelor of Tourism Management is part of an internationally established programme of study that has been taught at Lincoln for more than 20 years.

Tourism (domestic and international) is one of New Zealand's and the world's most rapidly growing industries and there is an increasing demand for university graduates who have a specialised understanding of the requirements of this diverse and exciting sector.

The Bachelor of Tourism Management is a specialised programme which provides students with skills and knowledge of the characteristics and management of the tourism sector. The programme focuses on tourism in relation to people and places as well as businesses and has been designed in consultation with industry.

Completing your Lincoln University programme specialising in tourism management means you'll have a qualification with strong theoretical and applied learning that gives a broad understanding of the industry at all levels, and trains you for positions of responsibility and management.

Entry requirements:

- University Entrance through NCEA, or an approved equivalent qualification.
- If English is not your first language other entry requirements will apply.

Refer to www.lincoln.ac.nz for more information.

Recommended preparation:

Any of the following subjects would be useful but not essential: Computing, Economics, Geography, Mathematics, and Tourism.

Programme structure:

- Pass at least 360 credits (24 courses)
- Complete all compulsory courses
- Complete no more than 165 credits (11 courses) at 100 level
- Complete at least 75 credits (5 courses) at 300 level.

Career outcomes:

The Bachelor of Tourism Management equips students with the knowledge and skills to take on a multitude of managerial, planning, business leadership, advisory or research roles within the industry. Career opportunities in tourism-related industries include: hospitality and hotel management, transport, tourism operations, attractions and activities, conservation and environmental management, ecotourism and agritourism.



Tourism = 15%
OF NZ'S TOTAL EXPORT EARNINGS

A qualification in tourism management also provides students with highly transferable skills which can be applied within a range of private and public sector roles. Private sector opportunities include: tourism/destination marketing, event management, tourism consultancy, and human resource advisors. Public sector roles at the national, regional and local levels include: policy analyst, researcher, market analyst, destination planning/management, and tourism product development.

Programme content

Content can include topics such as:

- Land, People and Economies
- Research and Analytical Skills
- Society, Culture and Environment
- Introduction to New Zealand Government and Public Policy
- Introduction to Tourism
- The Global Business Environment
- Economies and Markets
- Sustainable Futures
- Tourism Systems
- Tourist Behaviour
- Research Methods
- Recreation and Tourism in Protected Natural Areas.



>> PROGRAMME CONTACTS



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STUDENT LIAISON TEAM

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03 423 0000

DIPLOMA IN Commerce (Level 5)

www.lincoln.ac.nz/DipCom



DURATION:

1
Year

TAUGHT AT:



Te Waihora campus
(Lincoln, Canterbury)

INTAKE:

Semester 1 Semester 2

1

2



»» Entry requirements:

Applicants must:

- Have University Entrance through NCEA, or an approved equivalent qualification. Please contact Student Administration for more information
- Be proficient in English.

What you will study:

The Diploma in Commerce (DipCom) allows students to complete courses from the Bachelor of Commerce degree, as well as electives from other bachelor degrees. This flexible programme is an ideal introduction to further study.



Programme content

Students select eight courses (120 credits) at the 100 or 200 chosen from the degree regulations for a Bachelor of Commerce. Students should obtain course advice to ensure that course choices form a coherent programme of study.

Career outcomes:

Dependent on courses chosen.

»» PROGRAMME CONTACTS



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STUDENT LIAISON TEAM

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**Where are
Lincoln
University
graduates?**



ABBY SHEPHERD

Bachelor of Commerce

Website Optimisation Team Leader, Ark Advanced

Abby Shepherd decided to attend Lincoln University because of its small classes and ability to offer one-on-one assistance to students. She graduated with a Bachelor of Commerce in 2012.

Her studies focused on business management and IT and she says she enjoyed the latter the most, due to the hands-on tutorial work. "The lecturers and staff were fantastic as they actually want to help you to succeed. They also tried to make things fun and applicable to the real world."

After graduating, she spent time overseas then moved to Auckland, where she secured a graduate role as an Online Marketing Campaign Manager. Three years on, she is now the Website Optimisation Team Leader for a group of online marketing campaign managers.

She says her business management studies were instrumental in setting her apart from others and have allowed her to take on extra responsibilities at work.

"The business management study I did at Lincoln is what helped me to prove myself as being different from other marketing graduates in the company I work for," she says.

"I look beyond my very client-focused role and help the business owner with all aspects of managing the company, from hiring to training and helping to make decisions about the direction of the business."



JORDAN PENTECOST

Bachelor of Commerce,

Postgraduate Diploma in Finance

Transaction Advisory Services, Ernst & Young

Lincoln University's small size helped former student Jordan Pentecost to become comfortable working in small teams with a variety of people. He says this has set him up perfectly for a career in corporate finance.

Jordan attended on a golf scholarship and enjoyed benefiting from specialist sports training while working towards a Bachelor of Commerce. "I have a natural interest in agriculture, so Lincoln was a good fit," he says.

Jordan graduated in 2011 and received a Postgraduate Diploma in Finance the following year.

Jordan enjoyed the small classes at Lincoln, as well as the accessibility to lecturers. "The ability to go and have in-depth chats with your lecturers was really great. I still keep in close contact with some of the lecturers today, nearly three years after I have finished.

"I look back and think being at Lincoln was the best part of my life. Getting a scholarship was probably the best thing, as it allowed me to branch out and meet a whole new group of friends who I am still close with now."

Following his studies, he secured a graduate role at Ernst & Young in Private Client Services. He then moved into Transaction Advisory Services in early 2014, and remains in that position.



BEN GILMOUR

Bachelor of Commerce

Lead rural professional, Moore Stephens Markhams

Ben Gilmour credits his time at Lincoln University as opening a few doors for him.

Graduating in 2008, his Bachelor of Commerce, majoring in Accounting and Business Management, allowed him to go straight into roles with Deloitte and PricewaterhouseCoopers, giving him “a fantastic start to his accounting career”.

“It gave a great platform and experience to gain my chartered accounting qualification,” he says.

Then the big OE called him and he travelled through Asia and the United States, before landing his current role.

One of the things which made his experiences even more worthwhile were the “fantastic” lecturers and staff.

“They know you by name, and the lecturers are of top quality.”

His interest in farm accounting drew him here in the first instance. He particularly enjoyed the practical aspects of the courses and where the University has its roots.

“I liked the fact Lincoln University has agriculture at its heart.”

Three words sum up his Lincoln experience, he says, “fun, unique and rewarding.”



MADDY SURIE

Bachelor of Commerce

New Product and Communications, K9 Natural

Alumnus Maddy Surie describes herself as a Cantabrian, through and through. One of her reasons for attending Lincoln, apart from it being located in her home province, was wanting to be a part of the University’s Future Leader Scholarship programme.

“I have always been interested in community events and projects, which this scholarship focuses on, so it was a perfect fit for me.”

She graduated in 2015 with a Bachelor of Commerce, focusing on marketing and economics. She says the courses she studied were hugely beneficial for her current role, which involves running the New Product and Communications programme at pet food company K9 Natural.

“Learning about New Zealand commodities and how we can differentiate in the market overseas has been truly valuable to my work at K9 Natural.”

Maddy says the one-on-one attention that Lincoln students receive from lecturers is priceless. “The campus is also stunning and the people I met in Lowrie Hall during my first year were great.”

After graduating from Lincoln, Maddy received a two-week research position through the University at K9 Natural. “I was offered a full-time role after this period ended. Aside from marketing, I have also spent time in operations, which was very valuable, as it helped me understand the logistics of export and domestic production.”



CHLOE BALDERSTONE

Bachelor of Commerce in Food Science and Marketing (Hons)

Promotions Coordinator, National Heart Foundation

Chloe Balderstone attended Lincoln University on a hockey scholarship and received a Bachelor of Commerce in Food Science and Marketing (Hons) in 2012.

“I chose to come to Lincoln because it’s a small university, which means it has a great lecturer-student-ratio, and it’s got excellent courses that actually lead into a job,” she says.

Chloe found the course content challenging, interesting and relevant to the real world. “There’s a great range of courses with good practical content you can use in the workforce. I loved the Commerce department. The lecturers are awesome people and really care about your future. The sports scholarship was also an amazing programme, which taught me to push myself and always strive to be the best I can be.”

In her current role with the National Heart Foundation, she delivers nutrition education programmes to schools and early childhood centres. “My work is about primary prevention - stopping the younger generation from developing heart disease,” she says. “It’s an extremely rewarding job. I feel like I’m making a difference in the world and to me, that’s really important.”

ANDREW BISHOP

Bachelor of Commerce

Director of Sales and Marketing, Findatruckload

Originally from the Waikato, when Andrew Bishop decided he wanted to study in the South Island he chose Lincoln University. Andrew heard about the career opportunities available in the transport industry after a presentation at his high school by a Lincoln University ambassador. “I chose a BCom because I have always been interested in business management. I really enjoyed the practical courses with real-life lessons.”

After graduating Andrew worked for Mainfreight in the graduate programme for four years. He is now the Director of Sales and Marketing for Findatruckload. “In the future, I would like to expand Findatruckload into overseas markets and then look at starting a few other business ventures in different industries.”

Andrew describes his time at Lincoln University as an “epic life experience”. “It’s a great social environment to let your hair down and be who you want to be. Many personalities and good memories are etched in my brain from my time at Lincoln.”



HUEY VAN VLIET

Bachelor of Commerce (Agriculture), Bachelor of Commerce (Honours)

Business Analyst, Landcorp Farming Ltd

Attending Lincoln University meant Huey van Vliet could combine his interests in the fields of agriculture and commerce.

“Lincoln provided me with a huge range of opportunities and throughout my studies I was able to relate what I was learning to my practical knowledge. I believe the network I have developed during my time there will become increasingly more valuable as I forge my career.”

Originally from the Wairarapa, Huey got a rugby contract in the Netherlands playing for both the national side and the Haagsche Rugby Club.

“Not only did I achieve my goals academically at Lincoln, but I had some great experiences and made lifelong friends. I’m really proud of what I have accomplished and it has definitely provided a launching pad for my future.”



ELIZABETH PITCORN (HOGG)

Bachelor of Tourism Management

*Marketing and Promotions Consultant,
Cirrus International*

Elizabeth graduated with a Bachelor of Tourism Management and is now the Marketing and Promotions Consultant at Cirrus International – a tourism, marketing and event management organisation she co-founded.

Cirrus contracts to a number of organisations, including Selwyn District Council, and Elizabeth works with tourism operators, travel agents, local tourism organisations and community groups, promoting Selwyn District to a range of visitors.

“I wouldn’t be where I am today if it wasn’t for Lincoln University. I knew I wanted to be involved in the tourism industry, but the degree programme I mapped out also gave me the opportunity to specialise in marketing, which I could use in any industry.

“The way the degree was structured gave me the opportunity to work in the real world and interact in the industry – it’s not just textbooks at Lincoln.”



RICHARD TAYLOR

*Bachelor of Commerce, Accounting and Finance
Associate, PricewaterhouseCoopers*

Richard Taylor, born and bred in Christchurch, was fortunate enough to secure a job before he even finished his studies at Lincoln University.

He now works at PwC as part of the company’s Private Business team.

“My job involves assisting small and medium-sized enterprises and preparing their year-end compliance documents and tax returns,” he says. “I have also been assisting clients in a variety of ways, such as restructuring their businesses, refinancing, preparing forecasts and cash flows and assisting with anything an SME may require.”

He decided to attend Lincoln due to its strong reputation as an agricultural-based institution and because he was able to cross-credit the previous papers he had completed at another university. “I studied primarily accounting and finance courses, along with some legal and statistics papers,” he says.

He says that a large variety of courses is available to students at Lincoln, allowing for various career opportunities, and he had a great time while studying at the University. “I met a lot of nice people and it was a great environment to study in. Really unique, diverse and fun.”

When asked if he still keeps in touch with staff and friends from Lincoln, he says: “Absolutely. They are all over the place.”

ANNA PAGET

*Bachelor of Commerce (Agriculture)
Rural Valuer, TelferYoung*

Anna Paget, who graduated in 2014, decided to attend Lincoln University because of its “great reputation in the agricultural sector”.

“I grew up in Waipukurau but I really wanted to move to the South Island so that was another reason why Lincoln was the perfect choice of university for me.”

She received a Bachelor of Commerce (Agriculture), majoring in Rural Valuation, and now lives in Napier where she works as a graduate rural valuer at Hawke’s Bay’s TelferYoung.

Anna says the field trips stand out as the most valuable aspects of her study at Lincoln. “Looking back, I realise how important these were to our learning,” she says. “They really gave us the ability to apply what we had learned to the real world and being able to have real world experiences is absolutely worth the long bus trips.”

Her best memory of her time at Lincoln is attending the Grad Ball which she says was “a superb way to celebrate the end of a chapter with mates. Getting on stage with Savage at Garden Party was also epic.”

When asked if she has any advice for prospective Lincoln students, she stresses the importance of getting involved in campus life. “Don’t be shy. Of course we are all there to get an education but take the time to make some great memories too,” she says.



MARTYN OOSTVEEN

Bachelor of Commerce (Agriculture)
Rural Property Valuer, Landmass

Former BCom student Martyn Oostveen says Lincoln University is the future for specialist, land-based property degrees.

“Ever since I started working in the industry, I have noticed that employers are shouting out for motivated graduates,” he says.

Martyn completed his studies at Lincoln University in 2015, receiving a Bachelor of Commerce (Agriculture) in Rural Valuation and Agricultural Management.

He is now based in Tauranga, where he works as a rural property valuer for Landmass.

The prospect of attending Lincoln University appealed to him because he knew he wanted an agricultural degree with a strong focus in property.

“Then I decided that valuation was what I wanted to do,” he says. “The best part of my study was inspecting properties for valuation reports. There were vacant blocks, improved residential properties and full-blown, intensive, irrigated dairy farms.”

Martyn stresses that it is important to ask questions during lectures, rather than simply sitting and listening.

“Even if you look dumb, get straight to the point,” he says.

The courses offered him the technical skills he needed, as well as the terminology and he describes the lecturers as “excellent and experienced”.

Lincoln’s global network

Once you have successfully completed your studies at Lincoln University, you become what is known as an alumnus (male), alumna (female) or alumni (plural) of the University, meaning a former student.

You will be part of a global community of alumni, able to connect with each other, staff, former staff, and friends of the University.

All students who have completed a course of study are automatically members of the Lincoln University Alumni Association and membership is free. Visit: www.alumnilinc.lincoln.ac.nz



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University
Alumni**
AOTEAROA • NEW ZEALAND

Employment opportunities

www.lincoln.ac.nz

CAREERS IN BUSINESS AND COMMERCE



» Graduates of Lincoln University find employment throughout New Zealand and the world, in both the rural sector and urban centres, in a wide range of commercial, government, research and private enterprises.

Lincoln University business and commerce qualifications offer students a point of difference by developing commercial awareness with an edge. This is achieved by giving you the opportunity to cultivate specific business knowledge as well as core skills through a variety of specialised majors.

In addition to this competitive advantage, you can increase your employability through programmes that offer independent study, cross-cultural work, leadership and teamwork, communication and IT, and project management. The knowledge and skills gained through these programmes will make you an asset to any employer.

Lincoln University business and commerce graduates are found in almost every employment sector, although many typically follow the theme of their major and work in commercial roles.

Commercial roles are found within retail, manufacturing, property and construction, transport and distribution, agriculture, hospitality and tourism, ICT, business services, media and public services. Other relevant opportunities include professional services (chartered accountancy, consultancy, finance, law and tax), banking, markets and insurance. Outcomes for business and commerce graduates in the 'knowledge economy' can include a fast track to management.

Lincoln University has a Careers and Employment office which can provide you with support and guidance as you navigate your way through your career choices.

To find out more about more about opportunities in business or commerce careers contact:
michelle.ash@lincoln.ac.nz

Planning your study and applying

www.lincoln.ac.nz

You can apply online using our MyLinc system through the University website but before you do make sure you have done a bit of homework.



Take some time to decide what level of study best suits you and your abilities and aspirations, as well as to better understand how study is structured at Lincoln University.

There are a lot of options and study levels progress from level 4 to level 10. Most of our undergraduate bachelor's degree students start directly into the first year of their degree - but if you feel you need to upgrade your academic skills, your English language skills, or want a one-year course to lead straight into a particular career, Lincoln University has those bases covered too.

There are many pathways to a bachelor's degree. After successfully completing three years and gaining the undergraduate degree you could go on to postgraduate study if you want to gain more knowledge and become more specialised.

To find out more visit www.lincoln.ac.nz or see our Certificates and Diplomas or Undergraduate prospectuses.

How to apply

1 Decide on your programme

2 Apply – click on the Apply Now button on our website or complete your application in **mylinc.nz**

We will assess your application and contact you with an offer if you are successful.

3 Accept your offer through our online system, mylinc

4 Enrol in the individual courses that will make up your qualification programme. Enrolment opens 1 October each year. Enrolment can only take place once an offer of placement has been made and accepted.

Student Liaison team

Our Student Liaison team will be the first point of contact for you as a future student. They can provide you with any information you need, and answer any questions you may have about course planning, applying or life at Lincoln University. The Student Liaison team also visits secondary schools and attends career expos in all regions.



Jaime Thomson
Student Liaison Manager

Jaime leads the Liaison team and is the key contact for schools in Southland, South Canterbury (including Oamaru), and Christchurch.



Suzanne Jamieson
Student Liaison Officer

Suzanne is the key contact for Auckland, Waikato and Northland.



Ekara Lewis
Māori Outreach Coordinator

Ekara is the key contact for schools in Gisborne and is available to provide support and advice for all future and current Māori students.



Anna Soboleva
Recruitment Officer, International

Anna is the key contact for international students already studying in New Zealand who would like to study at Lincoln University.



Sophie Prangnell
Senior Student Liaison Officer

Sophie is the key contact for schools in Hawke's Bay, Wellington, Wairarapa, Christchurch and Australia.



Suzanne Carruth
Student Liaison Officer

Suzanne is located at our Telford campus, and covers the North Island and the lower South Island.



Kimberley Forbes
Student Liaison Officer

Kimberley is the key contact for Otago, Nelson/Marlborough, Wanganui, Manawatu and Christchurch.



James Agnew
Student Liaison Officer

James is the key contact for Bay of Plenty/Coromandel, the Central Plateau (North Island), Taranaki, Westland and Christchurch.



Te Waihora (Lincoln) campus contacts

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Telford (Balcultha) campus contacts

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Email: enquiry@telford.ac.nz

WHO CARES ABOUT THE Environment

» We do!

Key to all that Lincoln University does is an **awareness of the environment** - from our course content, to our native plantings, to the paper this publication is printed on.

As New Zealand's specialist land-based university, our mission is to transform land, people and economies, and we aspire to do this without negatively impacting our environment.

Land is something we value. It is, literally, our world.

In 1993 the University adopted an **Environmental Charter and an Environmental Policy** (the first among New Zealand tertiary establishments) to support the work of the already established staff-student group called Lincoln Environmental Organisation (LEO). This led to the formation of a formal Environmental Task Force and the revision of the Policy in 2003 and 2010 – giving the University what it now has: the **Sustainability Advisory Group for the Environment** (SAGE). SAGE works alongside LEO to ensure the University 'treads lightly on the Earth', ensuring we live up to our values in the areas of sustainable practices, stewardship of our own environment, and protection of the wider environment.

The University's School of Landscape Architecture building was built with **locally sourced materials** with a life span of over 100 years and which require minimal maintenance. In this building and across campus, the University continues to make a difference with significant efforts in **energy conservation, water management, resource recovery and waste management**.

Lincoln University is a major supporter of the **Lincoln Envirotown Trust** and provides office space and resources for the Chair of the Trust.

All our publications are printed on **environmentally responsible paper**, produced using Elemental Chlorine Free (ECF), Third Party Certified pulp sourced from well managed and legally harvested forests, and manufactured under the strict ISO14001 Environmental Management System.

New Zealand's native biodiversity makes this country unique and Lincoln University is very proud of our **park-like campus, gardens and the native plantings** we have both on campus and extensively at the Lincoln University Dairy Farm.

The Māori outreach programme and the work of staff across the University aims to facilitate an understanding of, and acknowledges **Māori communities, iwi, hapu, whanau and their affinity with their whenua and their environments**. Formal partnerships and informal collaboration will ensure a continuing mutual understanding and respect for the land, consistent with the concept of kaitiakitanga (stewardship).



Disclaimer

Every effort is made to ensure that information in this publication is correct at the time of printing, but the content may be subject to change. Lincoln University reserves the right to make changes, amendments or deletions - including the withdrawal of courses - should circumstances change.

Lincoln University does not assume, and hereby disclaims, any express or implied liability whatsoever to any party for any loss or damage caused by errors or omissions, whether these errors or omissions result from negligence, accident or any other cause.

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MAKE A CHANGE. STUDY AT LINCOLN.



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and resources available for your
reference, visit

www.lincoln.ac.nz/brochures.

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Te Whare Wānaka o Aoraki

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land-based university