

PROGRAMME REGULATIONS

Programme Schedule

Bachelor of Business

To be read in conjunction with the [Bachelors Generic Regulations](#).

1. These regulations came into force in Semester 1, 2018. Programme Schedule

This Programme Schedule applies to:

- the Bachelor of Business (BBus) Level 7 Credits 360, including majors and double majors in Accountancy, Finance, Marketing and Management;

2. Programme Specific Admission

2.1 Specific Admission

To be admitted to this programme, all applicants must meet the requirements set out in the Bachelor Generic Regulations. There are no additional programme-specific admission requirements.

3. Discretionary Admission

Applicants may be granted Discretionary Admission if they have, for example:

- A minimum total of 60 NCEA credits at level 2 in their best 4 subjects or equivalent: or
- A maximum total of 12 in New Zealand Sixth Form Certificate in their best 4 subjects, or equivalent, or
- Have the New Zealand Diploma in Business, or
- Completed a minimum of 3 courses in the New Zealand Diploma in Business and achieved a minimum 'B' grade average from all courses completed; or
- Completed a minimum of two courses in the New Zealand Diploma in Business (EAL stream) with an 'A' grade for each course; or
- Completed an appropriate qualification at level 4 or higher.

4. Selection Criteria

When the number of eligible applicants for admission exceeds the number of places available, the following selection criteria will be applied. Applicants:

- a. hold academic qualifications in excess of those stated;

- b. have work, or other experience, relevant to the courses in the programme;
- c. can demonstrate a strong commitment to succeed on the programme.

Applicants who meet the maximum number of listed criteria will be the preferred candidates.

4.1 Selection Process

Relevant Academic Authority will select and offer places to students.

Students will be selected on the basis of written information supplied on the enrolment form. In some cases, a telephone or face-to-face interview may be required.

5. Requirements for the Award of the Qualification

5.1 Single major

- a. To be awarded the Bachelor of Business with a single major, a student must successfully complete a minimum of 360 credits in the pattern set out in Tables 1a – 1d (depending on the major).
- b. Credits must be accumulated from the courses set out in Tables 2a – 2d (depending on the student's major) and a minimum of 45 elective credits for the Accountancy major, 75 elective credits for the Finance major, and 75 elective credits for the Management and Marketing majors, chosen from any of the BBus courses listed in Table 3 or courses from any Unitec degree.

Table 1a: Credit accumulation for Accountancy major

Course Level	Number of credits from compulsory courses	Number of credits from elective courses	Total
Level 5	150 credits		150 credits
Level 6	90 credits	15 credits	105 credits
Level 7	75 credits		75 credits
		30 credits at level 5 or above	30 credits
Total	315	45	360

Table 1b: Credit accumulation for Finance major

Course Level	Number of credits from compulsory courses	Number of credits from elective courses	Total
Level 5	150 credits		150 credits
Level 6	60 credits	45 credits	105 credits
Level 7	75 credits		75 credits
		30 credits at a level 5 or above	30 credits
Total	285	75	360

Table 1c: Credit accumulation for Management major

Course Level	Number of credits from compulsory courses	Number of credits from elective courses	Total
Level 5	120 credits		120 credits
Level 6	90 credits		90 credits
Level 7	75 credits		75 credits
		75 credits at level 5 or above	75 credits

Total	285	75	360
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Table 1d: Credit accumulation for Marketing major

Course Level	Number of credits from compulsory courses	Number of credits from elective courses	Total
Level 5	120 credits		120 credits
Level 6	90 credits		90 credits
Level 7	75 credits		75 credits
		75 credits at level 5 or above	75 credits
Total	285	75	360

5.2 Double majors

- a. To be awarded the Bachelor of Business with a double major, a student must select two majors from those listed below and successfully complete:
- all the compulsory courses for each major at levels 5, 6 and 7 as specified in Tables 2a – 2d,
 - the level 7 Internship Based Learning course (Codes ACTY7219 or ACTY7419, ACTY7319 or ACTY7499, BSNS7349 or BSNS7449, BSNS7359 or BSNS7459, BSNS7389 or BSNS7489) must be taken as part of one of the majors only,
- and**
- a minimum of 90 credits at level 7, with a minimum of 45 credits at level 7 from each of the majors.
- b. A student who has been awarded the degree with a single major may apply to the relevant Academic Authority for the endorsement of a double major if the requirements of that double major are completed within two years of the award of the degree with a single major. In exceptional circumstances the relevant Academic Authority may extend that time limit.

5.3 Course details

Table 2a: Courses for Bachelor of Business (Accountancy)

Compulsory courses are shown in **bold** text.

Elective courses are shown in *italics*.

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
Level 5						
5	ACTY5200	Accounting for Business	15			ALAF5200
5	ACTY5206	Accounting Applications	15	(ACTY5200 or ALAF5200) and (ACTY5230 or ALAF5230)		ALAF5206
5	BSNS5600	Introduction to Professional Practice (Part 1)	15			COMM5430 and COMM5530
5	ACTY5230	Information Systems and Applications	15			ALAF5230
5	ACTY5270	Economic Principles	15			ALAF5270
5	ACTY5290	Principles of Managerial Finance	15	ACTY5401 or ALAF5401		ALAF5290

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
5	ACTY5320	Law of Business Obligations	15	COMM5530 or COMM5430 or BSNS5600		ALAF5320
5	BSNS5390	Management Today	15			APMG5340
5	ACTY5401	Business Statistics	15			ALAF5401
5	ACTY5700	Introduction to Professional Practice (Part 2)	15	BSNS5600		

Plus 30 credits at level 5 or above from any Unitec degree

Level 6

6	ACTY6201	Financial Accounting	15	(ACTY5206 or ALAF5206), and (ACTY5230 or ALAF5230), and (COMM5530 or COMM5430 or BSNS5600)		ALAF6201
6	ACTY6206	Accounting Information Systems	15	(ACTY5206 or ALAF5206), and (ACTY5230 or ALAF5230), and (COMM5530 or COMM5430 or BSNS5600)		ALAF6206
6	ACTY6210	Taxation	15	(ACTY5206 or ALAF5206), and (ACTY5230 or ALAF5230), and (COMM5530 or COMM5430)		ALAF6208

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
				or BSNS5600)		
6	ACTY6212	Management Accounting	15	A minimum of 60 credits at level 5 including (ACTY5200 or ALAF5200), and (ACTY5230 or ALAF5230), and (COMM5530 or COMM5430 or BSNS5600)		ALAF6212
6	ACTY6320	Law of Business Entities	15	(ACTY5320 or ALAF5320), and (ACTY5230 or ALAF5230), and (ACTY5200 or ALAF5200), and (COMM5530 or COMM5430 or BSNS5600)		ALAF6320
<i>Plus one of the following level 6 courses</i>						

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
6	ACTY6290	<i>Business Finance</i>	15	(ACTY5290 or ALAF5290), and (ACTY5230 or ALAF5230), and (ACTY5200 or ALAF5200), and (COMM5530 or COMM5430 or BSNS5600)		ALAF6290
6	ACTY6291	<i>Investments</i>	15	(ACTY5290 or ALAF5290), and (ACTY5230 or ALAF5230), and (ACTY5200 or ALAF5200), and (COMM5530 or COMM5430 or BSNS5600)		ALAF6291

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
6	ACTY6292	<i>Financial Markets and the World Economy</i>	15	(ACTY5270 or ALAF5270), and (ACTY5230 or ALAF5230), and (ACTY5200 or ALAF5200), and (COMM5530 or COMM5430 or BSNS5600)		ALAF6292
<i>Plus 15 credits at level 6 or above from any other Unitec degree</i>						
Level 7						
7	ACTY7201	Advanced Financial Accounting	15	ACTY6201 or ALAF6201		ALAF7201
7	ACTY7212	Advanced Management Accounting	15	ACTY6212 or ALAF6212		ALAF7212
7	ACTY7419	Internship Based Learning – Accounting	30	A minimum of 285 credits completed from the student's major		ALAF7219, and ALAF7319, and ACTY7319, and ACTY7499, and APMG7349, and BSNS7349, and BSNS7449, and APMG7359, and BSNS7359, and BSNS7459, and APMG7389, and BSNS7389, and BSNS7489
<i>Plus one of the following level 7 courses</i>						
7	ACTY7209	<i>Advanced Auditing</i>	15	(ACTY6206 or ALAF6206), and (ACTY6201 or ALAF6201)		ALAF7209
7	ACTY7210	<i>Advanced Taxation</i>	15	ACTY6210 or ALAF6208		ALAF7208

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
7	ACTY7292	<i>Financial Statement Analysis</i>	15	(ACTY6290 or ALAF6290), and (ACTY6201 or ALAF6201)		ALAF7292

Table 2b: Courses for Bachelor of Business (Finance)

Compulsory courses are shown in **bold** text.

Elective courses are shown in *italics*.

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
Level 5						
5	ACTY5200	Accounting for Business	15			ALAF5200
5	ACTY5206	Accounting Applications	15	(ACTY5200 or ALAF5200) and (ACTY5230 or ALAF5230)		ALAF5206
5	BSNS5600	Introduction to Professional Practice (Part 1)	15			COMM5430 and COMM5530
5	ACTY5230	Information Systems and Applications	15			ALAF5230
5	ACTY5270	Economic Principles	15			ALAF5270
5	ACTY5290	Principles of Managerial Finance	15	ACTY5401 or ALAF5401		ALAF5290
5	ACTY5320	Law of Business Obligations	15	COMM5530 or COMM5430 or BSNS5600		ALAF5320
5	BSNS5390	Management Today	15			APMG5340
5	ACTY5401	Business Statistics	15			ALAF5401
5	ACTY5700	Introduction to Professional Practice (Part 2)	15	BSNS5600		
<i>Plus 30 credits at level 5 or above from any Unitec degree</i>						
Level 6						
6	ACTY6290	Business Finance	15	(ACTY5290 or ALAF5290), and		ALAF6290

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
				(ACTY5230 or ALAF5230), and (ACTY5200 or ALAF5200), and (COMM5530 or COMM5430 or BSNS5600)		
6	ACTY6291	Investments	15	(ACTY5290 or ALAF5290), and (ACTY5230 or ALAF5230), and (ACTY5200 or ALAF5200), and (COMM5530 or COMM5430 or BSNS5600)		ALAF6291
6	ACTY6292	Financial Markets and the World Economy	15	(ACTY5270 or ALAF5270), and (ACTY5230 or ALAF5230), and ACTY5200 or ALAF5200), and (COMM5530 or COMM5430 or BSNS5600)		ALAF6292
6	ACTY6299	Financial Modelling	15	(ACTY5290 or ALAF5290), and ACTY5230		ACTY6293
<i>Plus 45 credits at level 6 or above from any Unitec degree</i>						
Level 7						
7	ACTY7290	Advanced Business Finance	15	ACTY6290 or ALAF6290		ALAF7290
7	ACTY7295	Financial Risk Management	15	(ACTY6290 or ALAF6290), and (ACTY6291 or ALAF6291)		ALAF7295
7	ACTY7299	International Finance	15	ACTY6290 or ALAF6290		
7	ACTY7499	Internship Based Learning - Finance	30	A minimum of 285 credits completed from the student's major		ACTY7319, ALAF7319, and ACTY7219, and ALAF7219, and ACTY7419, and APMG7349, and BSNS7349, and BSNS7449, and APMG7359, and BSNS7359, and BSNS7459, and APMG7389, and BSNS7389, and BSNS7489

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
For students who are exempt from a 15 or 30 credit Internship Based Learning course please use the following electives with ACTY7292 as the first elective to be taken.						
7	ACTY7212	Advanced Management Accounting	15	(ACTY6212 or ALAF6212 or ACTY6212S)		ALAF7212
7	ACTY7292	Financial Statement Analysis	15	(ACTY6290 or ALAF6290 or ACTY6290S & (ACTY6201 or ALAF6201 or ACTY6201S)		ALAF7292

Table 2c: Courses for Bachelor of Business (Management)

Compulsory courses are shown in **bold** text.

Elective courses are shown in *italics*.

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
Level 5						
5	BSNS5390	Management Today	15			APMG5340
5	BSNS5600	Introduction to Professional Practice (Part 1)	15			COMM5430 and COMM5530
5	ACTY5200	Accounting for Business	15			ALAF5200
5	ACTY5230	Information Systems and Applications	15			ALAF5230
5	ACTY5320	Law of Business Obligations		COMM5530 or COMM5430 or BSNS5600		ALAF5320
5	ACTY5401	Business Statistics	15			ALAF5401
5	ACTY5700	Introduction to Professional Practice (Part 2)	15	BSNS5600		
Plus BSNS5350 for Operations Management Stream						
5	BSNS5350	Introduction to Operations Management	15		BSNS5390 or APMG5390	AMPG5350
Plus BSNS5341 for Human Resource Management Stream						
5	BSNS5341	Introduction to Human Resource Management	15	BSNS5390 or APMG5390		AMPG5341

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
Level 6						
6	BSN6162	Managing Projects	15	120 credits at Level 5		BSNS7351
6	BSNS6340	Strategic Thinking for Managers	15	75 credits at Level 5 including COMM5530 or COMM5430 or BSNS5600		APMG6340
6	BSNS6371	Research Practice	15	(ACTY5401 or ALAF5401)		APMG6371
Plus BSNS6350, BSNS6351, BSNS6352 for Operations Management Stream						
6	BSNS6350	Operations Management	15	BSNS5350 or APMG5350 and BSNS5600		APMG6350
6	BSNS6351	Managing Quality	15	BSNS5350 or APMG5350		
6	BSNS6352	Supply Chain Management	15	BSNS5350 or APMG5350		APMG6352
Plus BSNS6341, BSNS6342, BSNS6343 for Human Resource Management Stream						
6	BSNS6341	Talent Development and Management	15	BSNS5341 or APMG5341 and BSNS5600		
6	BSNS6342	Organisational Behaviour	15	120 credits at Level 5		APMG6342
6	BSNS6343	Employee Relations and Legislation	15	BSNS5341 or APMG5341		APMG6343
Level 7						
7	BSNS7340	Organisational Strategies	15	BSNS6340		APMG7340
7	BSNS7162	Business Analytics	15	BSNS6340 and ACTY5401		
Plus BSNS7350, BSNS7459 for Operations Management Stream						
7	BSNS7350	Applied Operations Management	15	BSNS6350 or APMG6350		APMG7350
7	BSNS7459	Internship Based Learning –	30	A minimum of 285 credits completed		ALAF7319, and ACTY7319,

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
		Operations Management		from the student's major		and ACTY7499, and ALAF7219, and ACTY7219, and ACTY7419, and APMG7359, and BSNS7359, and APMG7349, and BSNS7349, and BSNS7449, and APMG7389, and BSNS7389, and BSNS7489I
Plus BSNS7340, BSNS7449 for Human Resource Management Stream						
7	BSNS7140	Applied Human Resource Management	15	(BSNS6342 or APMG6342) and (BSNS6343 or APMG6343)		BSNS7341
7	BSNS7449	Internship Based Learning – Human Resource Management	30	A minimum of 285 credits completed from the student's major		ALAF7319, and ACTY7319, and ALAF7219, and ACTY7219, and ACTY7419, and APMG7349, and BSNS7349, and APMG7359, and BSNS7359, and BSNS7459, and APMG7389,

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
						and BSNS 7389, and BSNS7489

Plus 75 credits at level 5 or above from any Unitec degree

Table 2d: Courses for Bachelor of Business (Marketing)

Compulsory courses are shown in **bold** text.

Elective courses are shown in *italics*.

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
Level 5						
5	BSNS5390	Management Today	15			APMG5340
5	BSNS5340	Marketing Fundamentals	15			APMG5340
5	BSNS5600	Introduction to Professional Practice (Part 1)	15			COMM5430 and COMM5530
5	ACTY5320	Law of Business Obligations	15	COMM5530 or COMM5430 or BSNS5600		ALAF5320
5	ACTY5230	Information Systems and Applications	15			ALAF5230
5	ACTY5200	Accounting for Business	15			ALAF5200
5	ACTY5401	Business Statistics	15			ALAF5401
5	ACTY5700	Introduction to Professional Practice (Part 2)	15	BSNS5600		
Level 6						
6	BSNS6100	Marketing Management	15	BSNS5340		BSNS6370
6	BSNS6340	Strategic Thinking for Managers	15	75 credits at Level 5 including COMM5530 or COMM5430 or BSNS5600		APMG6340
6	BSNS6363	Digital Marketing	15			
6	BSNS6371	Research Practice	15	(ACTY5401 or ALAF5401)		APMG6371
6	BSNS6372	Buyer Behaviour	15	(BSNS5340 or APMG5340)		APMG6372
6	BSNS6374	Integrated Marketing	15	(BSNS5340 or APMG5340), and		

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
		Communications		(COMM5530 or COMM5430 or BSNS5600)		
Level 7						
7	BSNS7100	Advanced Marketing	15	BSNS6100		BSNS7370
7	BSNS7162	Business Analytics	15	BSNS6340 and ACTY5401		
7	BSNS7340	Organisational Strategies	15	BSNS6340		APMG7340
<i>Plus 1 Level 7 elective from the courses below</i>						
7	BSNS7110	<i>Google Certified (Web-based Advertising & Analytics)</i>	15	<i>45 credits at level 6 or above</i>		
7	BSNS7474	<i>Social Media Marketing</i>	15	BSNS5340 Fundamentals of Marketing		
7	BSNS7575	<i>Search Engine Optimisation</i>	15	<i>45 credits at level 6 or above</i>		
7	BSNS7676	<i>Inbound Marketing & Marketing Automation</i>	15	<i>45 credits at level 6 or above</i>		
7	BSNS7489	Internship Based Learning – Marketing	30	A minimum of 285 credits completed from the student's major		ALAF7319, and ACTY7319, and ACTY7499, and ALAF7219, and ACTY7219, and ACTY7419, and APMG7389, and APMG7349, and BSNS7349, and BSNS7449, and APMG7359, and BSNS7359, and BSNS7459
<i>Plus 60 credits at any level</i>						

Table 3: List of all BBus courses

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
Level 5						
5	ACTY5000	Academic Skills for Business	15			ALAF5000
5	ACTY5200	Accounting for Business	15			ALAF5200
5	ACTY5206	Accounting Applications	15	(ACTY5200 or ALAF5200) and (ACTY5230 or ALAF5230)		ALAF5206
5	ACTY5230	Information Systems and Applications	15			ALAF5230
5	ACTY5270	Economic Principles	15			ALAF5270
5	ACTY5290	Principles of Managerial Finance	15	ACTY5401 or ALAF5401		ALAF5290
5	ACTY5320	Law of Business Obligations	15	COMM5530 or COMM5430 or BSNS5600		ALAF5320
5	ACTY5401	Business Statistics	15			ALAF5401
5	ACTY5700	Introduction to Professional Practice (Part 2)	15	BSNS5600		
5	BSNS5340	Marketing Fundamentals	15			APMG5340
5	BSNS5341	Introduction to Human Resource Management	15	BSNS5390 or APMG5390		APMG5341
5	BSNS5350	Introduction to Operations Management	15		BSNS5390 or APMG5390	APMG5350
5	BSNS5400	Business Fundamentals	15			
5	BSNS5390	Management Today	15			APMG5340
5	BSNS5373	Advertising and Promotion	15			
5	BSNS5391	Innovation and Entrepreneurship	15			APMG5391
5	BSNS5550	Maori and Pacific Studies	15			
5	BSNS5201	Introduction to Tourism	15			TOUR5201
5	BSNS5600	Introduction to Professional Practice (Part 1)	15			COMM5430 and COMM5530

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
Level 6						
6	ACTY6201	Financial Accounting	15	(ACTY5206 or ALAF5206), and (ACTY5230 or ALAF5230), and (COMM5530 or COMM5430 or BSNS5600)		ALAF6201
6	ACTY6206	Accounting Information Systems	15	(ACTY5206 or ALAF5206), and (ACTY5230 or ALAF5230), and (COMM5530 or COMM5430 or BSNS5600)		ALAF6206
6	ACTY6210	Taxation	15	(ACTY5206 or ALAF5206), and (ACTY5230 or ALAF5230), and (COMM5530 or COMM5430 or BSNS5600)		ALAF6208
6	ACTY6212	Management Accounting	15	A minimum of 60 credits at level 5 including (ACTY5200 or ALAF5200), and (ACTY5230 or ALAF5230), and (COMM5530 or COMM5430 or BSNS5600)		ALAF6212
6	ACTY6220	Negotiated Study	15	A minimum of 60 credits at level 5 including (ACTY5200 or ALAF5200), and (ACTY5230 or ALAF5230), and (COMM5530 or COMM5430 or BSNS5600) and relevant Academic Authority approval		
6	ACTY6290	Business Finance	15	(ACTY5290 or ALAF5290), and (ACTY5230 or ALAF5230), and		ALAF6290

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
				(ACTY5200 or ALAF5200), and (COMM5530 or COMM5430 or BSNS5600)		
6	ACTY6291	Investments	15	(ACTY5290 or ALAF5290), and (ACTY5230 or ALAF5230), and (ACTY5200 or ALAF5200), (COMM5530 or COMM5430 or BSNS5600)		ALAF6291
6	ACTY6292	Financial Markets and the World Economy	15	(ACTY5270 or ALAF5270), and (ACTY5230 or ALAF5230), and (ACTY5200 or ALAF5200), and (COMM5530 or COMM5430 or BSNS5600)		ALAF6292
6	ACTY6299	Financial Modelling	15	(ACTY5290 or ALAF5290), and ACTY5230		ACTY6293
6	ACTY6320	Law of Business Entities	15	(ACTY5320 or ALAF5320), and (ACTY5230 or ALAF5230), and (ACTY5200 or ALAF5200), and (COMM5530 or COMM5430 or BSNS5600)		ALAF6320
6	BSNS6100	Marketing Management	15	BSNS5340		BSNS6370
6	BSNS6162	Managing Projects	15	120 credits at Level 5		BSNS7351
6	BSNS6318	Negotiated Study – Human Resource Management	15	A minimum of 60 credits at Level 5 including (BSNS5341 or APMG5341), and BSNS5390 and (COMM5530 or COMM5430 or BSNS5600) and		

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
				relevant Academic Authority approval		
6	BSNS6328	Negotiated Study Operations Management	15	A minimum of 60 credits at Level 5 including (BSNS5350 or APMG5350) and BSNS5390 and (COMM5530 or COMM5430 or BSNS5600) and relevant Academic Authority approval		
6	BSNS6338	Negotiated Study Marketing	15	A minimum of 60 credits at Level 5 including (BSNS5340 or APMG5340), and BSNS5390 and (COMM5530 or COMM5430 or BSNS5600) and relevant Academic Authority approval		
6	BSNS6340	Strategic Thinking for Managers	15	75 credits at Level 5 including COMM5430 or BSNS5600 or COMM5530		APMG6340
6	BSNS6341	Talent Development and Management	15	BSNS5341 or APMG5341 and BSNS5600		
6	BSNS6342	Organisational Behaviour	15	120 Credits at level 5		APMG6342
6	BSNS6343	Employee Relations and Legislation	15	BSNS5341 or APMG5341		APMG6343
6	BSNS6350	Operations Management	15	BSNS5350 or APMG5350 and BSNS5600		APMG6350
6	BSNS6351	Managing Quality	15	BSNS5350 or APMG5350		
6	BSNS6352	Supply Chain Management	15	BSNS5350 or APMG5350		APMG6352
6	BSNS6370	Marketing Planning	15	BSNS5340 or APMG5340		APMG6370
6	BSNS6371	Research Practice	15	(ACTY5401 or ALAF5401)		APMG6371

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
6	BSNS6372	Buyer Behaviour	15	(BSNS5340 or APMG5340)		APMG6372
6	BSNS6373	Sales Management	15	BSNS5340 or APMG5340		
6	BSNS6374	Integrated Marketing Communications	15	(BSNS5340 or APMG5340), and (COMM5530 or COMM5430 or BSNS5600)		
6	BSNS6375	Services Marketing	15	(APMG5340 or (BSNS5340 and BSNS5390)		BSNS5372 and APMG5372
6	BSNS6730	Leadership	15	BSNS5390		APMGNZ630
6	BSNS6391	New Venture Creation	15	BSNS5391 or APMG5391		APMG6391
6	BSNS6363	Digital Marketing	15			
Level 7						
7	ACTY7201	Advanced Financial Accounting	15	ACTY6201 or ALAF6201		ALAF7201
7	ACTY7209	Advanced Auditing	15	(ACTY6206 or ALAF6206), and (ACTY6201 or ALAF6201)		ALAF7209
7	ACTY7210	Advanced Taxation	15	ACTY6210 or ALAF6208		ALAF7208
7	ACTY7212	Advanced Management Accounting	15	ACTY6212 or ALAF6212		ALAF7212
7	ACTY7218	Negotiated Study – Accounting	15	240 credit including 60 credits at Level 6 or above and relevant Academic Authority approval		ALAF 7218

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
7	ACTY7219	Internship Based Learning – Accountancy	15	A minimum of 285 credits completed from the student's major		ALAF7219, and (ACTY7319 or ALAF7319), and (BSNS7359 or APMG7359), and (BSNS7349 or APMG7349), and (BSNS7389 or APMG7389)
7	ACTY7290	Advanced Business Finance	15	ACTY6290 or ALAF6290		ALAF7290
7	ACTY7292	Financial Statement Analysis	15	(ACTY6290 or ALAF6290), and (ACTY6201 or ALAF6201)		ALAF7292
7	ACTY7295	Financial Risk Management	15	(ACTY6290 or ALAF6290), and (ACTY6291 or ALAF6291)		ALAF7295
7	ACTY7299	International Finance	15	ACTY6290 or ALAF6290		
7	ACTY7318	Negotiated Study – Finance	15	240 credits including 60 credits at Level 6 or above and relevant Academic Authority approval		ALAF 7318
7	ACTY7319	Internship Based Learning – Finance	15	A minimum of 285 credits completed from the student's major		ALAF7219, and (ACTY7319 or ALAF7319), and (BSNS7359 or APMG7359), and (BSNS7349 or APMG7349), and (BSNS7389 or APMG7389)
7	BSNS7100	Advanced Marketing	15	BSNS6100		BSNS7370

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
7	BSNS7110	Google Certified (Web-based Advertising and Analytics)	15	45 credits at Level 6 or above.		
7	BSNS7140	Applied Human Resource Management	15	(BSNS6342 or APMG6342) and (BSNS6343 or APMG6343)		BSNS7341
7	BSNS7162	Business Analytics	15	BSNS6340 & ACTY5401		
7	BSNS7340	Organisational Strategies	15	BSNS6340		APMG7340
7	BSNS7341	Global Issues in Human Resource Management	15	(BSNS6342 or APMG6342), and (BSNS6343 or APMG6343)		APMG7341
7	BSNS7343	Current Issues in Management	15	240 credits including (BSNS5390 or APMG5340), and (COMM5530 or COMM5430)		APMG7343
7	BSNS7348	Negotiated Study – Human Resource Management	15	240 credits including 60 credits at Level 6 or above and relevant Academic Authority approval		APMG 7348

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
7	BSNS7349	Internship Based Learning – Human Resource Management	15	A minimum of 285 credits completed from the student's major		APMG7349, and ACTY7219, and ALAF7219, and ACTY7319, and ALAF7319, and BSNS7359, and APMG7359, and BSNS7389, and APMG7389
7	BSNS7350	Applied Operations Management	15	BSNS6350 or APMG6350		APMG7350
7	BSNS7351	Project Management	15			
7	BSNS7358	Negotiated Study Operations Management	15	240 credits including 60 credits at Level 6 or above and relevant Academic Authority approval		APMG 7358
7	BSNS7359	Internship Based Learning – Operations Management	15	A minimum of 285 credits completed from the student's major		APMG7359, and ACTY7219, and ALAF7219, and ACTY7319, and ALAF7319, and BSNS7349, and APMG7349, and BSNS7389, and APMG7389
7	BSNS7360	International Business	15	BSNS6340 or APMG6340		
7	BSNS7388	Negotiated Study Marketing	15	240 credits including 60 credits at Level 6 or above and relevant Academic Authority approval		APMG 7388
7	BSNS7370	Marketing Strategy	15	BSNS6370 or APMG6370	BSNS7340	APMG7370
7	BSNS7373	Applied Digital Marketing	15	45 credits at Level 6		
7	BSNS7389	Internship Based Learning – Marketing	15	A minimum of 285 credits completed from the student's major		APMG7389, and ACTY7219, and ALAF7219, and ACTY7319, and ALAF7319, and BSNS7349, and APMG7349, and

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
						BSNS7359, and APMG7359
7	BSNS7450	Project in Marketing Research	15	BSNS6371 or APMG6371		
7	BSNS7452	Advanced Sales Management	15	BSNS6373 or APMG6373		
7	BSNS7454	Strategic Brand Management	15	240 credits		
7	BSNS7456	Advertising Practice	15	240 credits		
7	ACTY7419	Internship Based Learning – Accounting	30	A minimum of 285 credits completed from the student's major		ALAF7219, and ALAF7319, and ACTY7319, and ACTY7499, and APMG7349, and BSNS7349, and BSNS7449, and APMG7359, and BSNS7359, and BSNS7459, and APMG7389, and BSNS7389, and BSNS7489
7	ACTY7499	Internship Based Learning – Finance	30	A minimum of 285 credits completed from the student's major		ACTY7319, and ALAF7319, and ACTY7219, and ALAF7219, and ACTY7419, and APMG7349, and BSNS7349, and BSNS7449, and APMG7359, and BSNS7359, and BSNS7459, and APMG7389, and BSNS7389, and BSNS7489

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
7	BSNS7489	Internship Based Learning – Marketing	30	A minimum of 285 credits completed from the student's major		ALAF7319, and ACTY7319, and ACTY7499, and ALAF7219, and ACTY7219 and ACTY7419, and APMG7389, and APMG7349, and BSNS7349, and BSNS7449, and APMG7359, and BSNS7359, and BSNS7459
7	BSNS7459	Internship Based Learning – Operations Management	30	A minimum of 285 credits completed from the student's major		ALAF7319, and ACTY7319, and ACTY7499, and ALAF7219, and ACTY7219, and ACTY7419, and APMG7359, and BSNS7359, and APMG7349, and BSNS7349, and BSNS7449, and APMG7389, and BSNS7389, and BSNS7489
7	BSNS7449	Internship Based Learning – Human Resource Management	30	A minimum of 285 credits completed from the student's major		ALAF7319, and ACTY7319, and ALAF7219, and ACTY7219, and ACTY7419, and APMG7349, and BSNS7349, and APMG7359, and BSNS7359, and BSNS7459, and APMG7389, and BSNS 7389, and BSNS7489
7	BSNS7730	Sustainability	15	60 credits from BBus		
7	BSNS7474	Social Media Marketing	15	BSNS5340 Fundamentals of Marketing		
7	BSNS7575	Search Engine Optimisation	15	45 credits at level 6 or above		

Level	Course No.	Course Name	Credits	Prerequisites	Corequisites	Restrictions
7	BSNS7676	Inbound Marketing & Marketing Automation	15	45 credits at level 6 or above		

6. Credit Recognition and Exemptions

6.1 New Zealand Diploma in Business

A student who has completed, or partially completed, the New Zealand Diploma in Business may be granted credit recognition.

6.2 Exemptions

a) Exemptions may be granted from:

- Specified compulsory courses at Level 5;
- The Level 7 Internship Based Learning Course (Codes ACTY7419, ACTY7499, BSNS7489, BSNS7459, BSNS7449) for students with appropriate work experience.

Exemptions from other courses will only be considered by the relevant Academic Authority in exceptional circumstances.

a) Students granted an exemption from a compulsory Level 5 course must complete another Level 5 course of the same credit value within the Bachelor of Business or any other Unitec degree programme.

Students granted an exemption from the Level 7 Internship Based Learning Course must complete another Level 7 course in their major from the schedule of courses listed in table 5 below.

Students enrolled in a double major within the Bachelor of Business can be given an exemption from the 30 credit IBL to a 15 credit IBL.

Students undertaking a double major must seek advice from the relevant Academic Authority regarding which replacement course(s) they may take.

Table 5: Schedule of replacement courses when exemption is granted from the Level 7 Internship Based Learning Course

Major	Courses
Accounting	ACTY 7209 Advanced Auditing ACTY7210 Advanced Taxation ACTY7218 Negotiated Study ACTY7219 IBL (15 credits)
Finance	ACTY7318 Negotiated Study ACTY7292 Financial Statement Analysis ACTY7212 Advanced Management Accounting ACTY7319 IBL (15 credits)
Management	BSNS7348 Negotiated Study BSNS7358 Negotiated Study BSNS7349 IBL (15 credits) BSNS7359 IBL (15 credits) Management course at Level 7 approved by Relevant Academic Authority
Marketing	BSNS7388 Negotiated Study

Major	Courses
	BSNS7389 IBL (15 credits) Marketing course at Level 7 approved by Relevant Academic Authority

6.3 Restrictions

Cross credits will not be given for the following courses if they were completed more than 5 years before the application date:

- ACTY 6201 Financial Accounting
- ACTY7201 Advanced Financial Accounting
- ACTY6210 Taxation
- ACTY7210 Advanced Taxation
- ACTY5320 Law of Business Obligations
- ACTY6320 Law of Business Entities
- ACTY7209 Advanced Auditing

7. Assessment

7.1 Assessment basis

All assessment, excluding the provision in 7.1 b, is achievement based using an 11 point grading scale.

The Internship Based Learning Course (Codes ACTY7219/ACTY7419, ACTY7319/ACTY7499, BSNS7349/BSNS7449, BSNS7359/BSNS7459, BSNS7389/BSNS7489) is competency based and will be recorded as either 'Merit Pass', 'Pass', or 'Not Yet Competent'.

7.2 Calculation of course grades

- Where a course contains a final examination as part of its assessment a student must obtain a mark of at least 40% in that final examination in order to achieve a passing grade for that course.
- Course grades, other than Internship Based Learning, will be determined by the mathematical aggregation of weighted assessment marks.

Table 7: Course Grades

Grade	Percentage	Result
A+	90 – 100	Pass
A	85 – 89	Pass
A-	80 – 84	Pass
B+	75 – 79	Pass
B	70 – 74	Pass
B-	65 – 69	Pass
C+	60 – 64	Pass
C	55 – 59	Pass
C-	50 – 54	Pass
D	40 – 49	Fail
E	0 – 39	Fail

- Students may be awarded one of the following grades for a course if they meet the criteria described.

Table 8: Course Criteria

Grade	Meaning	Criteria
CR	Credit Recognition	Credit earned through Cross Credit from another Qualification and/or through the Assessment of Prior Learning.
DEF	Deferred	The course result has been deferred
R	Restricted Pass	The student has been awarded a restricted pass subject to clause 7.3 of this schedule
W	Withdrawn	If a student withdraws from a course after the 10% date of the course is completed and up to or at the 75% date of the course. No credits earned.
ES	Student Exchange	Where a student has completed an approved inter-institutional exchange and it is not appropriate for another grade to be awarded. No credits earned.
DNC	Did Not Complete	A student has either withdrawn after the 75% date of the course has been taught or not attempted a compulsory item of assessment within a course. No Credits earned

7.3 Conditions applying to restricted passes

Restricted passes are not available for courses within the degree.

7.4 Resits and Resubmissions

There are no resits available for Bachelor of Business courses, with the exception of the Internship Based Learning courses which allow resubmissions. There will be a two-week timeframe imposed on the resubmission process (from the date of notification).

7.5 Submission and late submission of work

- a. Applications for extensions must be made under the Special Assessment Circumstances policy
- b. Any assessment that is submitted late (and does not have a prior approved extension or Special Assessment Circumstance) will be penalised by a deduction of 10% per day of the student's assignment mark, up to five (5) days, inclusive of weekends.
- c. No assignments will be accepted five (5) days (inclusive of weekends) after the due date. If the assessment is not compulsory, the student will receive a 'zero' grade for that assignment. If the assignment is compulsory, then the student will receive a DNC grade for the entire course.

8. Transitional Arrangements / Modified Programmes of Study

8.1 Transitional arrangements

The following transitional arrangements apply to students who enrolled in the Bachelor of Business programme between Semester 1 2002 and Semester 2 2009.

Students who enrolled on the Bachelor of Business prior to Semester 1, 2010 will complete the programme under the 2010 regulations.

Single major:

- Students will apply the major-specific credits accumulation table as set out in the Programme Regulations as Tables 2a – 2d and the Course Replacement/Restriction Tables 9 and 10.

- A student who has completed a course in Tables 9 and 10 Column A will be exempt from the replacement course in Column B.
- A student who has completed a course in Tables 9 and 10 Column A will be restricted from enrolling in a course in Column B.

Double majors:

To be awarded the Bachelor of Business with a double major a student must successfully complete all the compulsory courses for each major at Level 5, 6 and 7 and achieve a minimum of 360 credits. The Level 7 Internship Based Learning course must be taken as part of one of the majors only.

- Students will apply the compulsory credit requirements of each major as set out in the Programme Regulations as Tables 2a - 2d and the Course Replacement Tables 9 and 10
- A student who has completed the compulsory course requirements of both majors is required to achieve a minimum of 360 credits to be eligible for the award of the degree.

Table 9: Course Replacement/Restriction – Accountancy and Finance Major

Bachelor of Business (18 credits) and Bachelor of Business (15 credits)

A		B	
Bachelor of Business (18 credits)	Credits	Replacement/Restricted courses in Bachelor of Business (15 credits)	Credits
ALAF5200 Accounting for Business	18	ACTY5200 Accounting for Business	15
ALAF5206 Accounting Applications	18	ACTY5206 Accounting Applications	15
ALAF5230 Information Systems and Applications	18	ACTY5230 Information Systems and Applications	15
ALAF5270 Economic Principles	18	ACTY5270 Economic Principles	15
ALAF5290 Principles of Managerial Finance	18	ACTY5290 Principles of Managerial Finance	15
ALAF5320 Law of Business Obligations	18	ACTY5320 Law of Business Obligations	15
APMG5340 Management in the Marketplace	18	BSNS5390 Managing in Organisations	15
ALAF5401 Business Statistics	18	ACTY5401 Business Statistics	15
COMM5430 Professional Communication	18	COMM5530 Communication for Professionals	15
ALAF6201 Financial Accounting	18	ACTY6201 Financial Accounting	15
ALAF6206 Accounting Information Systems	18	ACTY6206 Accounting Information Systems	15
ALAF6208 Professional Studies	18	ACTY6210 Taxation	15
ALAF6212 Management Accounting	18	ACTY6212 Management Accounting	15
ALAF6320 Law of Business Entities	18	ACTY6320 Law of Business Entities	15
ALAF6290 Corporate Finance	18	ACTY6290 Business Finance	15
ALAF6291 Investments	18	ACTY6291 Investments	15
ALAF6292 Economics of Money and Financial Markets	18	ACTY6292 Financial Markets and the World Economy	15
ALAF6330 Financial Law	18	ACTY6293 Financial Services	15
ALAF7219 Industry Based Learning – Accountancy	18	ACTY7219 Internship Based Learning – Accountancy	15
ALAF7201 Advanced Financial Accounting	18	ACTY7201 Advanced Financial Accounting	15
ALAF7212 Advanced Management Accounting	18	ACTY7212 Advanced Management Accounting	15

A		B	
Bachelor of Business (18 credits)	Credits	Replacement/Restricted courses in Bachelor of Business (15 credits)	Credits
ALAF7209 Advanced Auditing	18	ACTY7209 Advanced Auditing	15
ALAF7208 Advanced Taxation	18	ACTY Advanced Taxation	15
ALAF7290 Advanced Corporate Finance	18	ACTY7290 Advanced Business Finance	15
ALAF7292 Financial Statement Analysis	18	ACTY7292 Financial Statement Analysis	15
ALAF7295 Financial Risk Management	18	ACTY7295 Financial Risk Management	15
ALAF7319 Industry Based Learning – Finance	18	ACTY7319 Internship Based Learning – Finance	15

In applying the above table:

- A student who has courses in Column A still to be completed will enrol in the replacement course in Column B.
- A student who has not successfully completed APMG5340 Management in the Marketplace will replace this course with BSNS5390 Management Today.
- A student who has not successfully completed COMM5430 Professional Communication will replace this course with COMM5530 Communication for Professionals.
- A student who has not successfully completed ALAF6208 Professional Studies will replace this course with ACTY6210 Taxation.
- A student who has not successfully completed ALAF6330 Financial Law will replace this course with ACTY6293 Financial Services.
- The Corporate Finance course (ALAF6290) and Advanced Corporate Finance course (ALAF7290), in changing to 15 credits, have also had a change in name to Business Finance and Advanced Business Finance respectively.
- The Economics of Money and Financial Markets course (ALAF6292), in changing to 15 credits, has had a name change to Financial Markets and the World Economy (ACTY6292).
- A student who is unable to complete a required course(s) as a result of it having been disestablished will replace the course with one approved by the relevant Academic Authority.

Table 10: Course Replacements/Restrictions Management (Operations Management/Human Resource Management) and Marketing majors

A		B	
Bachelor of Business (18 credits)	Credits	Replacement/Restricted courses in Bachelor of Business (15 credits)	Credits
ALAF5200 Accounting for Business	18	ACTY5200 Accounting for Business	15
ALAF5230 Information Systems and Applications	18	ACTY5230 Information Systems and Applications	15
ALAF5400 The Business Environment	18	BSNS5400 Business Fundamentals	15
ALAF5401 Business Statistics	18	ACTY5401 Business Statistics	15
APMG5340 Management in the Marketplace	18	BSNS5340 Marketing Fundamentals And BSNS5390 Management Today	15
APMG5341 Human Resource Management	18	BSNS5341 Introduction to Human Resource Management	15
APMG5350 Business Process Management	18	BSNS5350 Introduction to Operations Management	15
AMPG 5390 Entrepreneurial Management	18	BSNS5390 Management Today	15
APMG5370 Sales and Marketing Practice	18	BSNS5373 Advertising and Promotion	15

A		B	
Bachelor of Business (18 credits)	Credits	Replacement/Restricted courses in Bachelor of Business (15 credits)	Credits
APMG5371 E-Marketing	18		
APMG5372 Service Marketing	18	BSNS5372 Service Marketing	15
COMM5430 Professional Communication	18	COMM5530 Communication for Professionals	15
APMG6340 Strategic Thinking for Managers	18	BSNS6340 Strategic Thinking for Managers	15
APMG6341 HRM Strategy	18	BSNS6341 Talent Development and Management	15
APMG6342 Organisational Behaviour	18	BSNS6342 Organisational Behaviour	15
APMG6343 Employee Relations and Legislation	18	BSNS6343 Employee Relations and Legislation	15
APMG6350 Process Improvement Methods	18	BSNS6350 Operations Management	15
APMG6351 Process Technology Management	18	BSNS6351 Managing Quality	15
APMG6352 Global Supply Chain Management	18	BSNS6352 Supply Chain Management	15
APMG6370 Marketing Planning	18	BSNS6370 Marketing Planning	15
APMG6371 Market Research Methods	18	BSNS6371 Research Practice	15
APMG6372 Buyer Behaviour	18	BSNS6372 Buyer Behaviour	15
APMG7340 Strategy and Change	18	BSNS7340 Organisational Strategies	15
APMG7341 Global Issues in HRM	18	BSNS7341 Global Issues in HRM	15
APMG7350 Global Issues in Service Management	18	BSNS7350 Applied Operations Management	15
APMG7370 Marketing Strategy	18	BSNS7370 Marketing Strategy	15
APMG7371 International Marketing	18	BSNS7371 International Marketing	15
APMG7349 Internship Based Learning (HRM)	18	BSNS7349 Internship Based Learning (HRM)	15
APMG7359 Internship Based Learning (Operations)	18	BSNS7359 Internship Based Learning (Operations)	15
APMG7389 Internship Based Learning (Marketing)	18	BSNS7389 Internship Based Learning (Marketing)	15
APMG5391 Innovation and Entrepreneurship	18	BSNS5391 Innovation and Entrepreneurship	15
APMG7343 Current Issues in Management	18	BSNS7343 Current Issues in Management	15
APMG7348 Negotiated Study (HRM)	18	BSNS7348 Negotiated Study (HRM)	15
APMG7358 Negotiated Study (Operations)	18	BSNS7358 Negotiated Study (Operations)	15
APMG7388 Negotiated Study (Marketing)	18	BSNS7388 Negotiated Study (Marketing)	15
APMG7373 Strategic Sales Management	18	BSNS7452 Advanced Sales Management	15

In applying the above table:

- A student who has courses in Column A still to be completed will enrol in the replacement course in Column B.
- A student who has not successfully completed APMG5340 Management in the Marketplace will enrol in BSNS5390 Management Today and BSNS5340 Marketing Fundamentals.
- A student who has not successfully completed APMG6341 HRM Strategy will replace this course with BSNS6341 Talent Development and Management.

- A student who has not successfully completed APMG6351 Process Technology Management will replace this course with BSNS6351 Managing Quality.
- A student who is unable to complete a required course(s) as a result of it having been disestablished will replace the course with one approved by the relevant Academic Authority

All majors

- A student, who, having completed the required compulsory and elective courses for the major/s, has not accumulated 360 credits, will be required to successfully complete elective courses as approved by the relevant Academic Authority.
- Relevant Academic Authority may award unspecified credits to a maximum of six (6) credits to students who incur a credit deficit where such an award would enable them to complete their programme.
- All students transitioning into the 2010 Bachelor of Business will be required to complete a modified programme of study as approved by the relevant Academic Authority. The modified programme of study may include a negotiated study course at an appropriate level.

8.2 Modified programme of study

Students will be considered on a case by case basis and required to complete a modified programme of study as approved. The modified programme of study may include a negotiated study course at an appropriate level.

8.3 Transition Arrangements for students enrolled in the Bachelor of Business Finance Major before Semester 1, 2013

The following transition arrangements apply to students who have enrolled in the programme before Semester 1, 2013

- From semester one 2013, course Financial Services (ACTY 6293) will be replaced by course Financial Modelling (ACTY 6299). Students that have completed Financial Services (ACTY 6293) do not need to complete Financial Modelling (ACTY6299).
- From Semester one 2013, course Financial Statement Analysis (ACTY 7292) will be replaced by course International Finance (ACTY 7299), as a compulsory course in the finance major. Students that have completed Financial Statement Analysis (ACTY 7292) do not need to complete International Finance (ACTY 7299).
- From Semester one 2013, course Financial Accounting (ACTY 6201) will not be a compulsory course in the BBus Finance major.

8.4 Transitional arrangements for students enrolled in the Bachelor of Business Management or Marketing majors prior to Semester 1 2016

Compulsory Courses for Bachelor of Business – Management major– Operations Management

	Course Name	Transitional Course
BSNS5400	Business Fundamentals	Any Elective course from Bachelor of Business programme
BSNS7351	Project Management	From Semester 1 2016 ISCG7411 Project Management Methodology

Compulsory Courses for Bachelor of Business – Management major– Human Resource Management

	Course Name	Transitional Course
BSNS5400	Business Fundamentals	Any Elective course from Bachelor of Business programme
BSNS7341	Global Issues in HRM	BSNS7140 Applied Human Resource Management
BSNS7351	Project Management	From Semester 1 2016 ISCG7411 Project Management Methodology

Compulsory Courses for Bachelor of Business – Marketing Major

	Course Name	Transitional Course
BSNS5400	Business Fundamentals	Any Elective course from Bachelor of Business programme
BSNS6370	Marketing Planning	BSNS6100 Marketing Management
BSNS6373	Sales Management	BSNS6374 Integrated Marketing Communication
BSNS7370	Marketing Strategy	BSNS7100 Advanced Marketing

8.5 Transitional arrangements for students enrolled in the Bachelor of Business Management or Marketing majors prior to Semester 1 2018

Compulsory Courses for Bachelor of Business – Marketing Major

	Course Name	Transitional Course
BSNS6162	Managing Projects	BSNS6363 Digital Marketing

9. Modified Programme of Study for the Unitec Bachelor of Business / Shandong Economics University Diploma Joint programme

9.1 Admission to Bachelor of Business from SDUFE Diploma in Accounting

Students will have met the entry criteria for the Bachelor of Business programme of study at Unitec in the following circumstances:

- students who receive a pass grade in the following course: LANGNZ469 Academic Skills for Business Studies, or equivalent (on the first attempt);

And

- achieve a pass grade in at least two of the following courses:
ACTY5200 Accounting for Business
ACTY5206 Accounting Applications
ACTY6212 Management Accounting

9.2 Credit Recognition

Students will be eligible for credit recognition as stated in the credit recognition schedule contained in the agreement. Students require a minimum B grade in LANGNZ469 Academic Skills for Business to receive 15 unspecified credits at Level 5.

9.3 Examination Resits

Students who achieve a fail grade in any of the following courses are eligible to take one resit of the final examination:

ACTY5200 Accounting for Business,
ACTY5206 Accounting Applications, and
ACTY6212 Management Accounting

The maximum mark awarded for the course passed under the resit condition is 50%. The resit examination must be taken within six months of sitting the original examination.

10. Modified Programme of Study for the Unitec Bachelor of Business / Shandong Economics University Degree Joint programme

10.1 Admission to Bachelor of Business from SDUFE Bachelor of Accountancy

Students will have met the entry criteria for the Bachelor of Business programme of study at Unitec in the following circumstances:

- students who receive a pass grade in the following course: BSNS 5600 Introduction to Professional Practice (Part 1) (on the first attempt);

and

- achieve a pass grade in at least two of the following courses:
ACTY 5200 Accounting for Business
ACTY 5206 Accounting Applications
ACTY 6201 Financial Accounting
ACTY 6212 Management Accounting
ACTY 6290 Business Finance
- students who fail in any of the above courses will require a longer timeframe to complete their Bachelor of Business degree at Unitec.

10.2 Credit Recognition

Students who have met the entry criteria will be eligible for credit recognition as stated in the credit recognition schedule contained in the agreement.

10.3 Examination Resits

Students who achieve a fail grade in any of the following courses are eligible to take one resit of the final examination:

ACTY 5200 Accounting for Business,
ACTY 5206 Accounting Applications
ACTY6201 Financial Accounting
ACTY 6212 Management Accounting
ACTY6290 Business Finance
BSNS5600 Introduction to Professional Practice (Part 1)

The maximum mark awarded for the course passed under the resit condition is 50%. The resit examination must be taken within six months of sitting the original examination.

11. General Provisions

11.1 Exclusion from the Programme

Any student who, over the period covered by the last four semesters of his or her studies at Unitec, including relevant study at other institutions, has not achieved a Pass Grade in courses equivalent to one half or more of the credits in which he or she has been enrolled over that period, shall be excluded from enrolment in assessed courses in any Programme, and shall not be permitted to re-enrol in any programme without the prior permission of the relevant Academic Authority, in accordance with the Academic Management Policy.

11.2 Course Load

Students can only study a maximum of 60 credits per semester and additional credits may be taken at the discretion of the relevant Academic Authority.