

# Faculty of Commerce Postgraduate Handbook



**Accounting**  
**Agricultural Management**  
**Business Management**  
**Economics**  
**Finance**  
**Marketing**  
**Property Studies**

**January 2012**

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The Old Printery, Research students' work space

## Faculty of Commerce Postgraduate Contacts

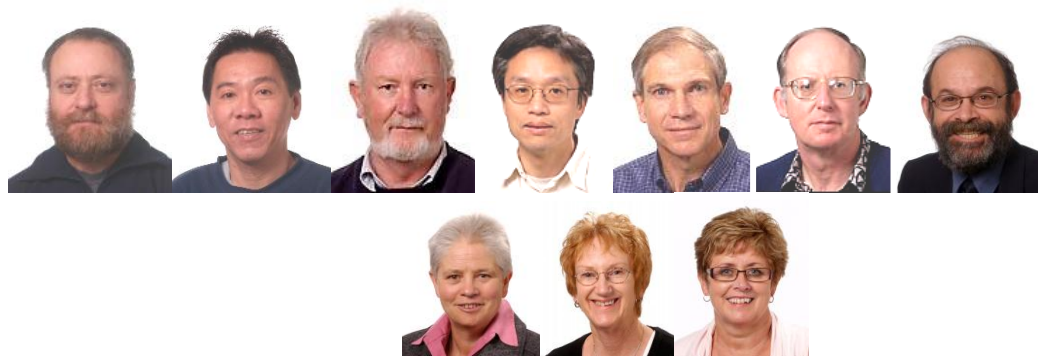
The Faculty of Commerce Postgraduate Committee provides advice and support for students, looks for ways to improve postgraduate administration and oversees the progress of students through their postgraduate study as outlined in pp 5-14. The committee comprises:

<b>Postgraduate Chair &amp; Marketing Adviser</b>	Dr David A Cohen Room C221 ☎ 321 8320	<a href="mailto:David.Cohen@lincoln.ac.nz">David.Cohen@lincoln.ac.nz</a>
<b>Postgraduate Advisers:</b>	☎ 321 + extn	
<b>Accounting</b>	Sidney Weil (8328)	<a href="mailto:Sidney.Weil@lincoln.ac.nz">Sidney.Weil@lincoln.ac.nz</a>
<b>Agricultural Management</b>	Dr Rupert Tipples (8438)	<a href="mailto:Rupert.Tipples@lincoln.ac.nz">Rupert.Tipples@lincoln.ac.nz</a>
<b>Business Management</b>	Dr Rick Fraser (8286)	<a href="mailto:Rick.Fraser@lincoln.ac.nz">Rick.Fraser@lincoln.ac.nz</a>
<b>Economics</b>	Dr Baiding Hu (8069)	<a href="mailto:Baiding.Hu@lincoln.ac.nz">Baiding.Hu@lincoln.ac.nz</a>
<b>Finance</b>	Assoc Prof Christopher Gan (8155)	<a href="mailto:Christopher.Gan@lincoln.ac.nz">Christopher.Gan@lincoln.ac.nz</a>
<b>International Rural Development &amp; Agribusiness</b>	Assoc Prof Mike Lyne (8330)	<a href="mailto:Michael.Lyne@lincoln.ac.nz">Michael.Lyne@lincoln.ac.nz</a>
<b>Postgraduate Administrators</b>	Anne Welford (7859) and Annette Brixton (8250) Room C104, ☎ 321 + extn	<a href="mailto:Anne.Welford@lincoln.ac.nz">Anne.Welford@lincoln.ac.nz</a> <a href="mailto:Annette.Brixton@lincoln.ac.nz">Annette.Brixton@lincoln.ac.nz</a>
<b>Postgraduate Finance</b>	Eileen Seymour	<a href="mailto:Eileen.Seymour@lincoln.ac.nz">Eileen.Seymour@lincoln.ac.nz</a>

### Student Liaison Representatives

Two postgraduate representatives are nominated each year by the students to liaise with the Postgraduate Committee and advise the Committee on matters of concern to them.

### Commerce Postgraduate Committee 2012



Top row left to right: David A Cohen (Chair), Christopher Gan, Rick Fraser, Baiding Hu, Mike Lyne, Rupert Tipples, Sidney Weil  
Bottom row left to right: Eileen Seymour, Annette Brixton, Anne Welford

# Postgraduate Introduction

## Introduction

Thank you for your interest in the Faculty of Commerce postgraduate programmes. This handbook has been carefully prepared to help you sort through the various offerings here in the Faculty, and decide whether Lincoln University is the right place for you. Please pay very careful attention to the pages that follow this introduction, before you invest your time and effort into an application. We have found that many of the difficulties that applicants and students alike encounter could have been avoided if the Handbook had been consulted more closely at the earliest stages of the process.

The application process will require that you provide several documents that we will use to determine your suitability to our programmes. As you will expect, these will include transcripts of your university study, letters of reference from people who know you and your academic work and think you can be successful in postgraduate study. If you are applying for a research degree, a properly prepared and well-presented research proposal is also required. If you are an international applicant, you will need to provide recent language testing results. Because the University teaches and examines in English, there are minimum standards for admission to all our programmes. These are presented on page 6 of this booklet.

Study at the postgraduate level represents a type of partnership between the student and their lecturers and supervisors. For research students, and beyond the criteria noted above, admission will depend upon our being able to find a strong match between your research interests and potential supervisors. Unfortunately, we are occasionally unable to offer a place to even well qualified students because we do not have supervisors available.

A successful application will mean your life will change rather rapidly. Beyond the high level of commitment to postgraduate study expected of each and every student, you will also find that postgraduate study is very demanding in terms of mind and body. The intellectual stimulation and satisfaction one gains from this effort, however, are quite rewarding. We think this is ample compensation for the efforts invested by our students, and hope that you will agree. Thus, your application is taken as evidence of your curiosity, drive to succeed, and ability to successfully complete an arduous course of study. Acceptance into one of our programmes then gives you the opportunity to demonstrate these characteristics. Whilst we invest a great deal of effort into helping you achieve your goals, your success must ultimately and necessarily depend on your efforts.

For all the reasons noted above and more, the decision to study at the Postgraduate level must be a very carefully considered one. We ask that you take your time in working through this handbook, and that you do so thoroughly before you apply to one of our programmes. Should you have questions that the Handbook does not answer, please feel free to contact the Postgraduate Committee faculty member in your area of interest (listed on page i of this booklet).

## Faculty of Commerce

Faculty of Commerce comprises three Departments: Accounting, Economics and Finance; Agricultural Management and Property Studies; Business Management, Law and Marketing; and Faculty support personnel. The Faculty provides quality teaching, research and professional services in the areas of accounting, agriculture management and engineering, agribusiness, business management including hotel management, international rural development, economics, finance, law, marketing, property studies and forestry business.

The Faculty of Commerce each year offers on campus approximately 40 postgraduate subjects which can be studied in PGDipCom, BCom(Hons) or MCom(Ag)/MCM/MAppSc. Many subjects are also offered in related fields such as applied computing, social science, and environmental management providing further choice for postgraduates.

The range of postgraduate diplomas and degrees available in Commerce include:

### ***Postgraduate Certificate in Commerce or Applied Science***

Three 600 level subjects. Part time or full time study. Entrance requires undergraduate degree, B- average in final year of study and 300 level courses, or recommendation from Faculty of Commerce.

### ***Postgraduate Diploma in Commerce or Applied Science***

Six 600 level subjects. Part time or full time study. Entrance requires undergraduate degree, B- average in final year of study and in 300 level courses, or recommendation from Faculty of Commerce.

### ***BCom(Hons)***

Four 600 level courses and a dissertation. One year of full time study. Entrance requires undergraduate degree, B+ average in 300 level courses, and an approved supervisor. Study commences only in Semester 1.

### ***Master of Professional Studies***

This post work experience degree is studied part time, via distance delivery.

### ***Master of Property Studies***

This post work experience degree is studied part time, via distance delivery.

### ***MCM/ MCom(Ag)/MAppSc (coursework + thesis version)***

Six 600 level subjects + research thesis. Part time or full time study - requires undergraduate degree, B+ average in final year of study and in 300 level courses.

### ***PhD***

Requires BCom(Hons) or Masters, with minimum of 2(I) honours. Can be part time.

### ***Graduate Certificate in Commerce***

A Graduate Certificate or Graduate Diploma may be recommended as a qualifying programme for entry to the postgraduate programme in Commerce.

Four subjects, at least three must be at 300 level, and one can be at 600 level. Can be part time.

### ***Graduate Diploma in Commerce***

Eight subjects, at least five must be at 300 level, and two can be at 600 level. Can be part time.

### ***Information for Bachelor of Commerce with Honours (BCom(Hons)) Applicants***

**Programme Mission:** To recruit, train, and supervise able, enquiring, accomplished applicants at the introductory level of postgraduate research thought and activity, in preparation for further postgraduate study or contribution to business, government, or related employment.

The Bachelor of Commerce with Honours degree is a research-based qualification that demonstrates competence in research at a basic level. A dissertation, planned and executed under the close supervision of a Faculty of Commerce staff member, is a key requirement for the qualification. The degree is designed so that it will be earned in a single academic year. Candidates can therefore only commence study in Semester 1.

Students are required to sit for the equivalent of six courses. Four of these are determined by the student in consultation with a Faculty advisor, and constitute the taught component of the degree. The dissertation research component of the qualification makes up the remainder of the degree. The applicant contacts a staff member to secure supervision prior to application to the programme. Enrolment for the dissertation component of the qualification is restricted to Semester 2 for all candidates.

During the first semester of study, the student normally will study research and analytic methods, along with a relevant discipline-based course. Academic performance is assessed at the end of the semester, with those failing to achieve a satisfactory standard reverting to the Postgraduate Certificate or Diploma programme. The remaining discipline-based course is scheduled during the second semester, along with the dissertation research project.

Admission to the B.Com.(Hons.) programme is competitive. Please refer elsewhere in this handbook for more information on entry requirements and other relevant details.

### ***Information for Master's Applicants***

**Programme Mission:** To recruit, train, and supervise capable applicants in state-of-the-art thought and research, in preparation for more advanced study or contribution to the commercial environment.

The Master degree documents scholarly achievement at a high level, Award of the degree requires the conception, planning, and execution of a research project investigating a topic of interest to the student. Whilst usually not as ambitious or comprehensive as the PhD, it nevertheless demonstrates proficiency by the thorough examination of a significant topic. It is expected that the research will contribute to the discipline's body of knowledge.

A Master student must therefore demonstrate competency in several different research-relevant areas of study. The project is based on a solid foundation in the relevant academic discipline of interest, and the issues and approaches utilised by that discipline in research. This will include a firm grasp of theory, the research process and its methods, and strong competence in data analysis.

There are two pathways to a Master degree at Lincoln University. The first is the **exam-plus-thesis** option. This begins with two consecutive semesters of postgraduate coursework; three courses per semester are required. These are chosen by the student in consultation with an academic advisor. Performance is reviewed at the end of each semester, with those failing to achieve the minimum standard reverting to either the Postgraduate Certificate or Diploma programme. The student performing at or above the required level will then advance to their

thesis project. The research proposal is developed under the direct supervision of two Faculty of Commerce staff members.

The second pathway is the **thesis-only** option. Only applicants with a strong academic background will be successful in gaining admission via this route. They will have demonstrated competence through their academic record overall. This must include theory, research and analytic methods, and discipline studies. Applicants without appropriate preparation may be considered for the exam-plus-thesis programme or the Postgraduate Certificate/Diploma.

In addition to the above-noted requirements, there are regular performance reviews designed to ensure the candidate is making adequate and steady progress. Those who do not demonstrate consistent progress at a reasonably high level may be redirected to either the Postgraduate Certificate or Diploma programme.

Admission to Master's programmes is very competitive. Please refer elsewhere in this handbook for more information on the application and admissions processes for the Master degree.

### ***Information for Doctor of Philosophy (PhD) Applicants***

**Programme Mission:** To recruit, train, and supervise the highest calibre applicant in state-of-the-art thought and research, in preparation for an academic / research career.

The PhD thesis is a demonstration of competence in the activities defining scholarship at the highest level. As such, it depends upon an ability to identify a discipline-relevant problem, conceptualise its potential resolution, design and execute an in-depth inquiry, and to write a comprehensive exposition of the entire process that effectively communicates this to an academic audience. Beyond earning the degree, the ultimate goal of the process is to provide an original contribution to the body of knowledge of an academic discipline.

More general goals of the process include the mastery and management of the many and various component parts of a high-level research project. As such, the PhD student will require broad, intensive preparation in the tools necessary for such a project. At a minimum, this includes a higher-order understanding of and proficiency in

- theory and theory construction
- methods of data collection and analysis, and
- the subject matter of their chosen discipline.

In addition, note that university regulations require a completed research-based qualification (an Honours dissertation or Master's thesis) for admission into the PhD programme. Applicants who have demonstrated a high level of proficiency in these areas of expertise will be considered for admission. Applicants that do not have the requisite background but are otherwise qualified may instead be offered a place in the Master of Commerce and Management, Postgraduate Certificate or Diploma programmes. Upon completion, they may then be considered for entry into the PhD programme.

In addition to the above-noted preparation, the PhD has a number of administrative requirements that must be met. Supervision by two Faculty of Commerce staff members is required for the degree. These are arranged through consultation between the Postgraduate

Committee representative of the relevant discipline and potential supervisors. This is facilitated by the applicant's research proposal, submitted as part of the initial application. Letters of reference testifying to the suitability of the applicant to the programme and, for international students, the appropriate visa, are also required.

Regular performance reviews are required during the programme. These are designed to insure the candidate is making adequate and steady progress. Those who do not demonstrate consistent progress at a reasonably high level may be redirected to either the Postgraduate Certificate or Diploma programme or dismissed from the programme.

Admission to the PhD is highly competitive. Please refer to pages elsewhere in this handbook for the particulars of application and admission to the PhD programme.



## The Application Process for Admission to Study

You complete an application and return it to Student Administration, Lincoln University, PO Box 94, Lincoln 7647, New Zealand. Be sure to include:

1. A certified copy of your previous academic record
2. Confidential statements from two referees.
3. BCom(Hons) only: The name of the Faculty member who has agreed to supervise your dissertation.
4. An outline of your research topic if you are applying for a:
  - a) Masters by exam and thesis. Write about a couple of areas of study you have particularly enjoyed and/or would like to pursue further at postgraduate level. Describe one or two projects that you have undertaken as part of your previous degree work or employment that are relevant to these areas.
  - b) Thesis only applicant, i.e. Masters by thesis only or PhD, where you plan to write a thesis.
    - Include at least a page on the background to the problem, issue or area that you propose to research. This should set the research into its context and include a few citations to key literature.
    - State the overall research aims or research hypotheses to be tested, i.e. what the research will attempt to accomplish.
    - Describe a proposed approach for the research, i.e. the steps that you could follow to fulfil the research aim or test the research hypothesis.
    - Include full references for any literature referred to in your statement.
    - Submission of a statement does not commit you or the University to undertake the proposed research. Your eventual research project will emerge as the result of negotiation between you and the research advisors.
    - The statement is not the same as the formal research proposal that you will produce for your thesis (although the statement may be helpful in developing the full proposal).
    - You are strongly urged to discuss your research interests with an appropriate academic before submitting your application. Academics are usually prepared to provide feedback on a draft of your statement.



All applications are evaluated at Student Administration, followed by the Faculty of Commerce, and the recommendations are forwarded to the Academic Administration Committee. Following the decision release date, all applicants will be informed of the outcome of their application. You must meet the criteria as identified on the following pages for the programme you wish to pursue.

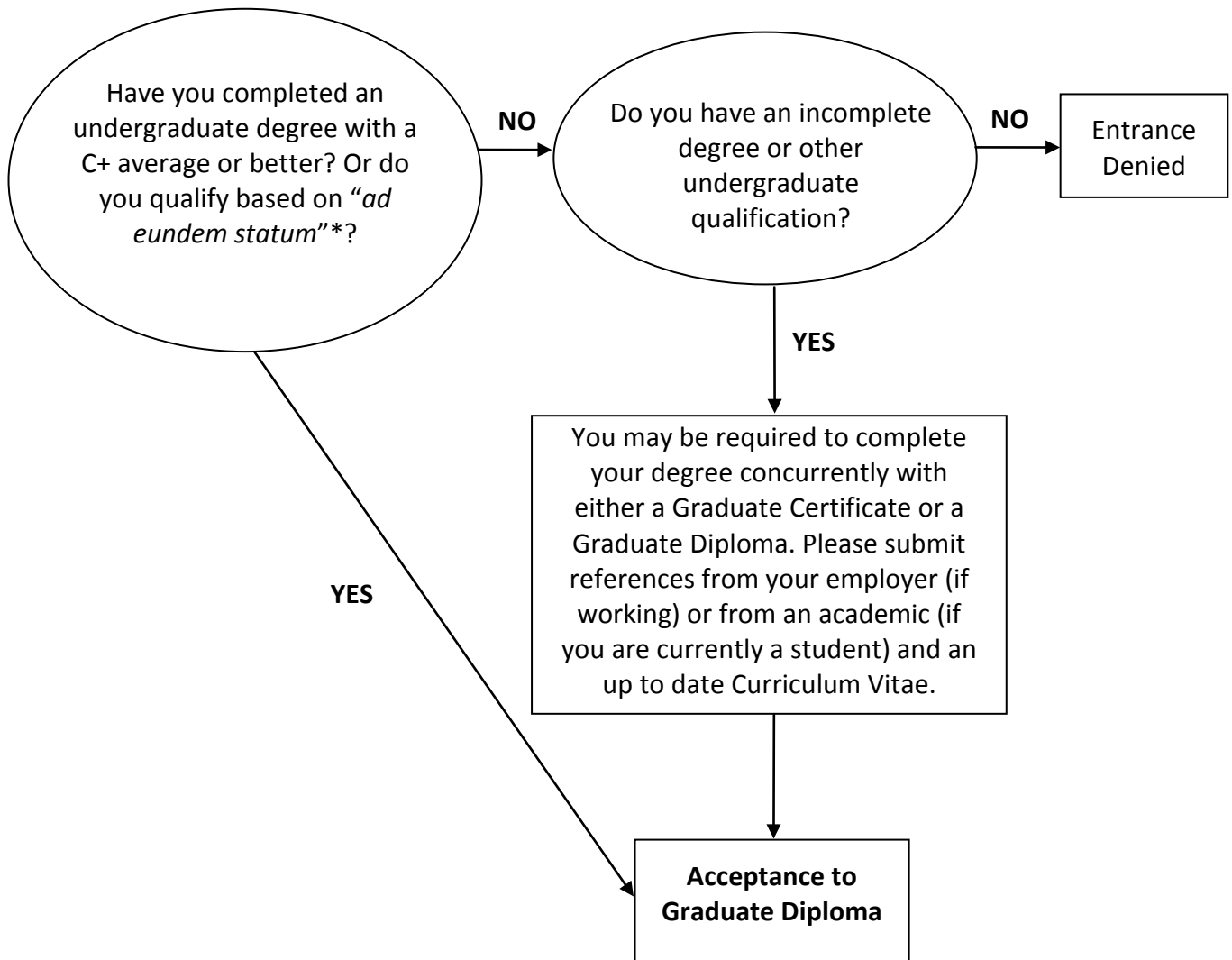
### **English Competency Standards for International Applicants (including Citizens and Permanent Residents whose qualifying degree was in a language other than English)**

Minimum English competency standards are:

IELTS (academic) score  $\geq 6.5$  (no individual band below 6.0), or  
TOEFL score of  $> 600$  paper, 100 ibt, 250 computer, essay rating (TWE) 5

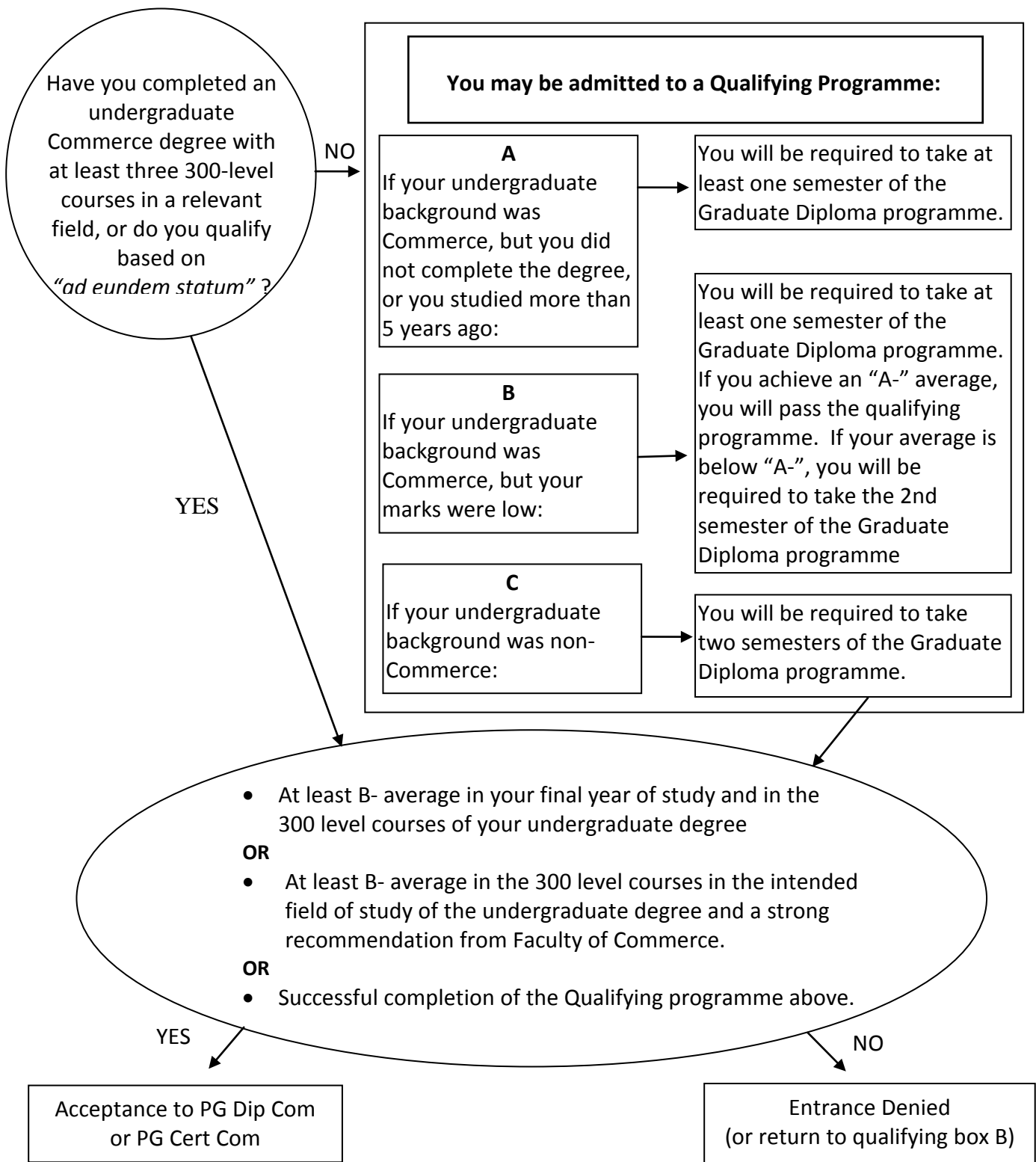
Students applying for a master's degree with a TOEFL score of 550-599, and otherwise qualified for entry will be required to complete at least one semester of a Graduate Diploma before enrolling in the master's level coursework.

## Entry Requirements for Graduate Diploma



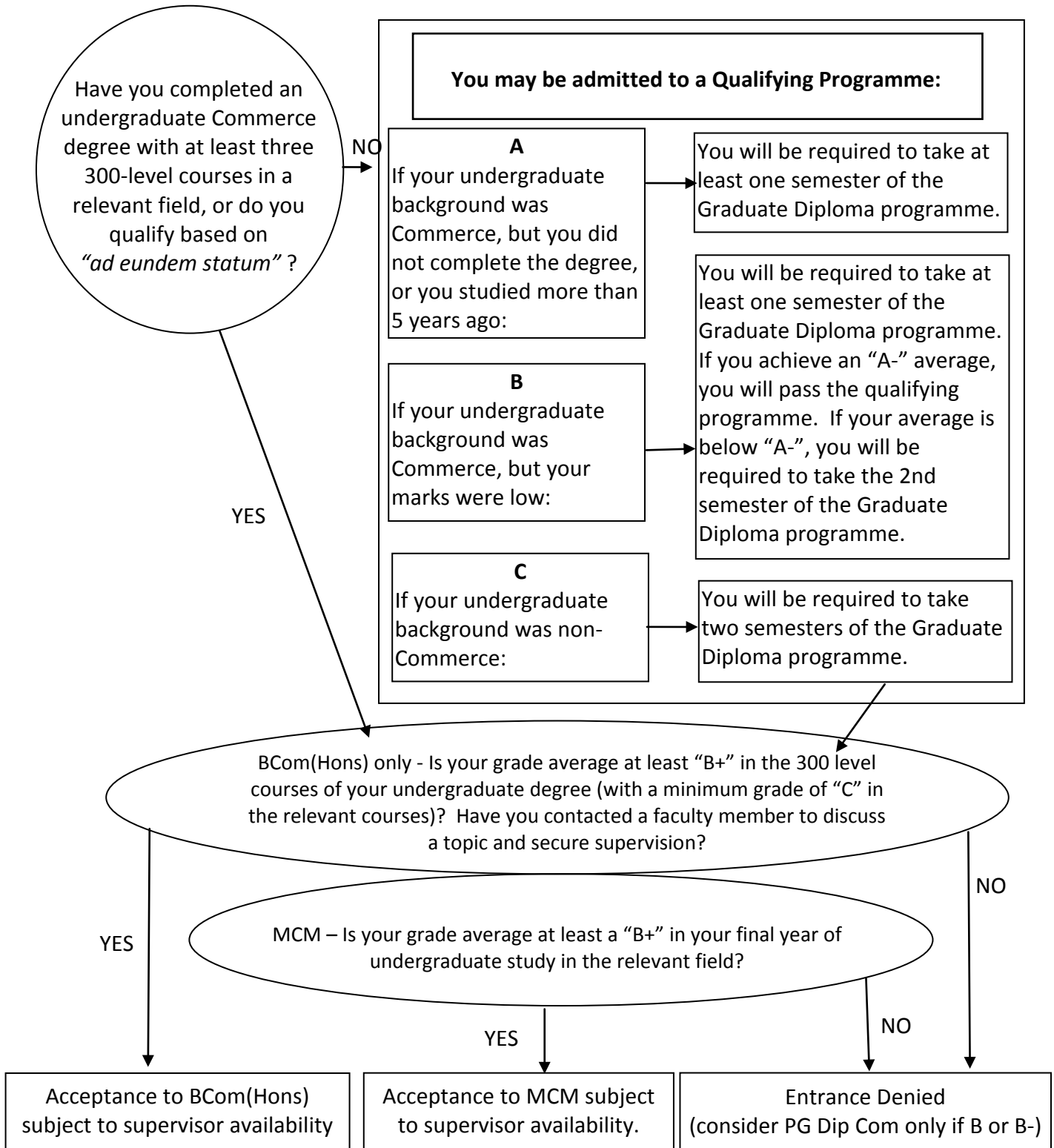
\*Note: Applicants for admission *ad eundem* with graduate status must provide supporting statements from referees and previous employers. Additionally, those applying for provisional admission must require no more than two courses (30 credits) to complete their undergraduate degree.

## Entry Requirements for PG Dip Com



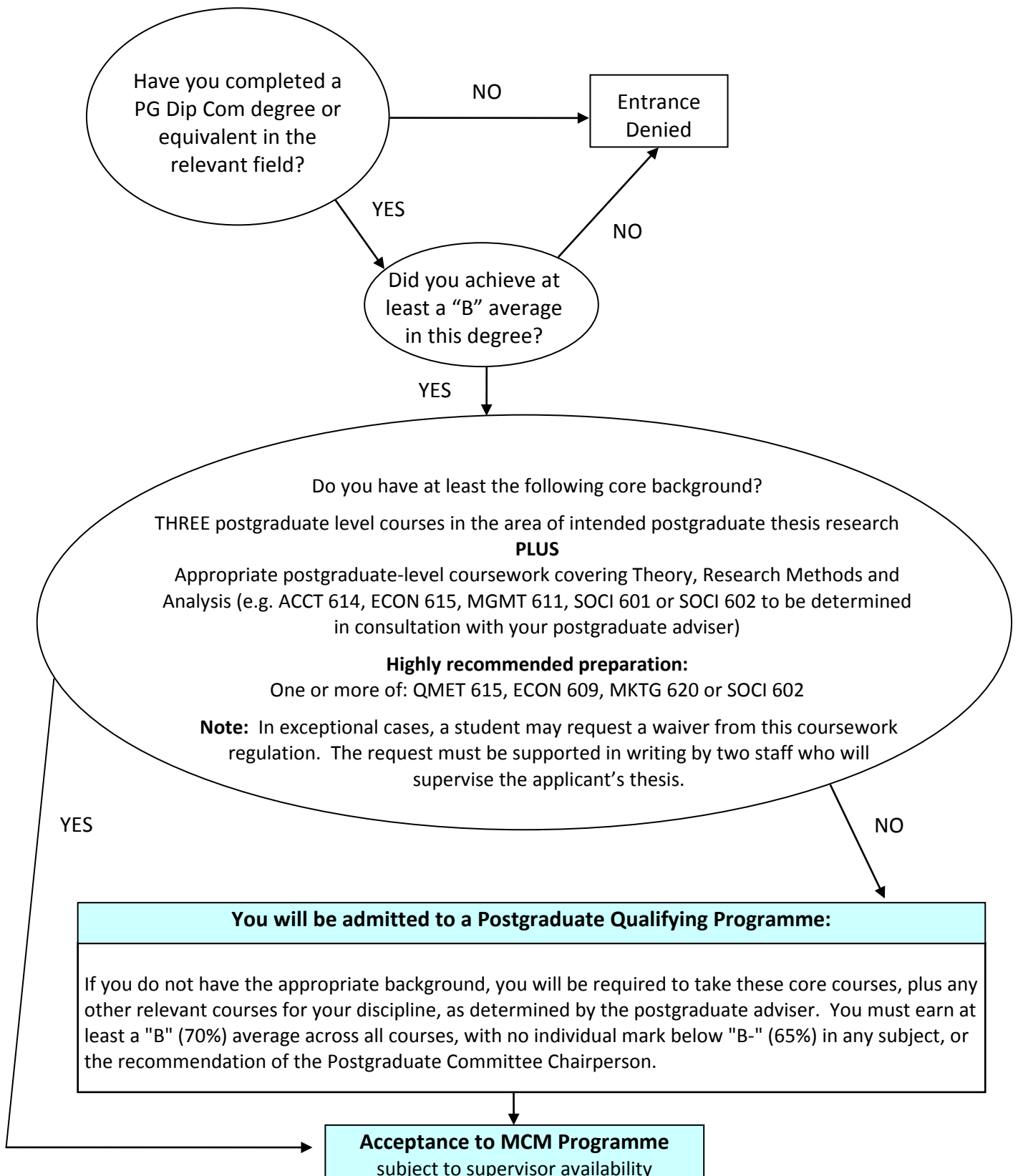
**Note:** Students who wish to subsequently apply to MCM or PhD should check the coursework regulations on the following flowcharts.

## Entry Requirements for BCom(Hons) and MCM (exam plus thesis)

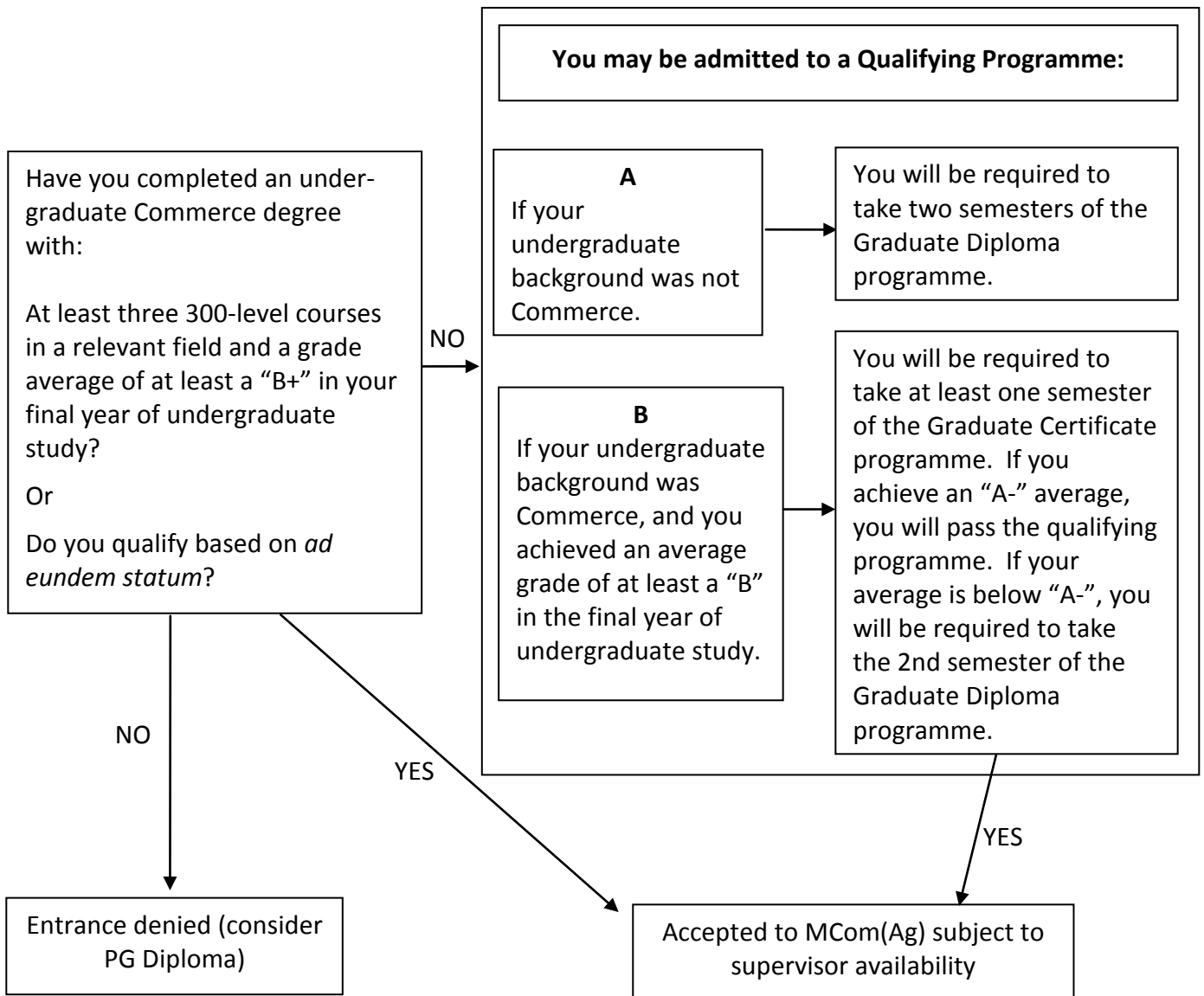


**Note:** Students who wish to subsequently apply to MCM or PhD should check the coursework regulations on the following flowcharts.

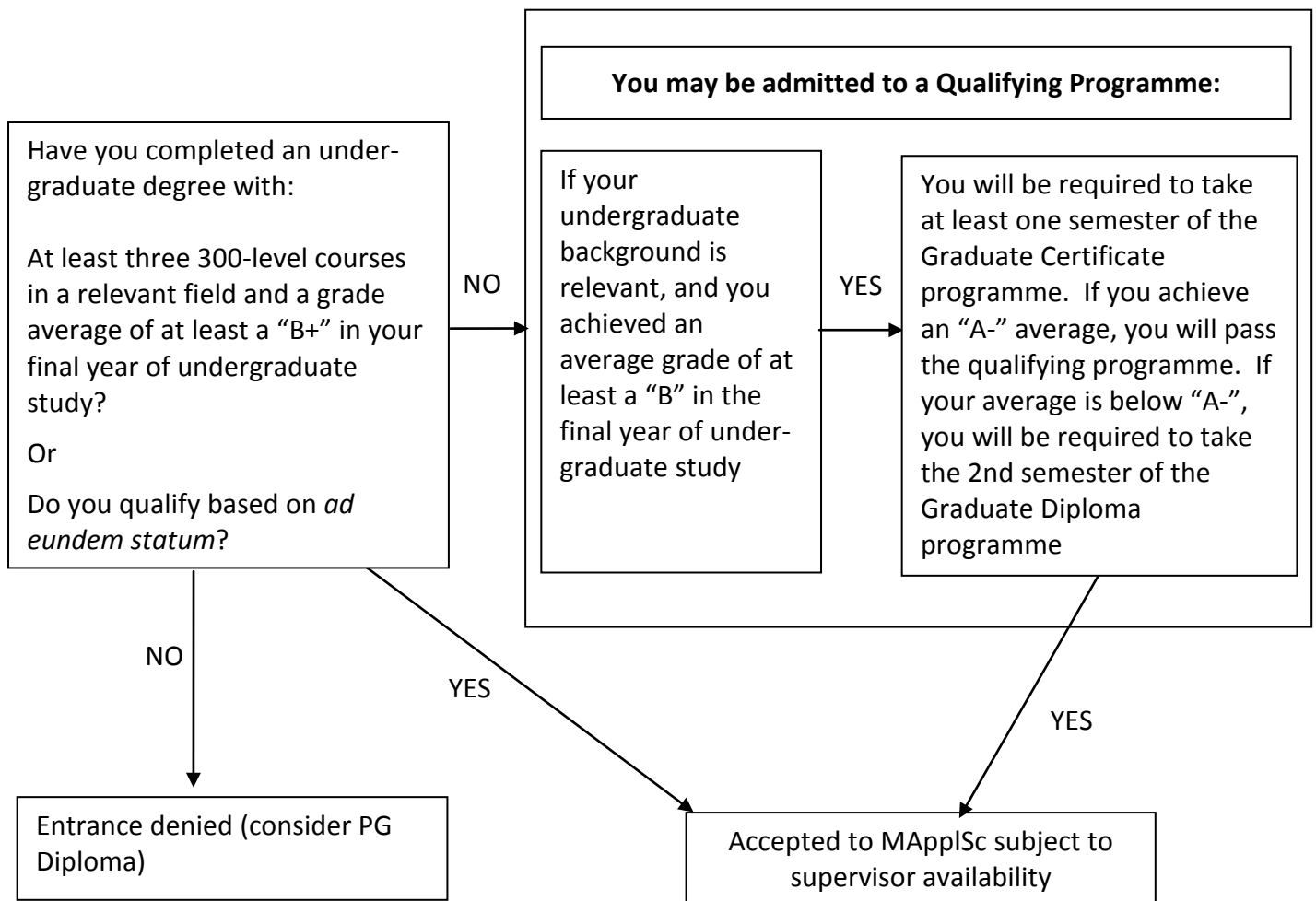
## Entry Requirements for MCM (thesis only)



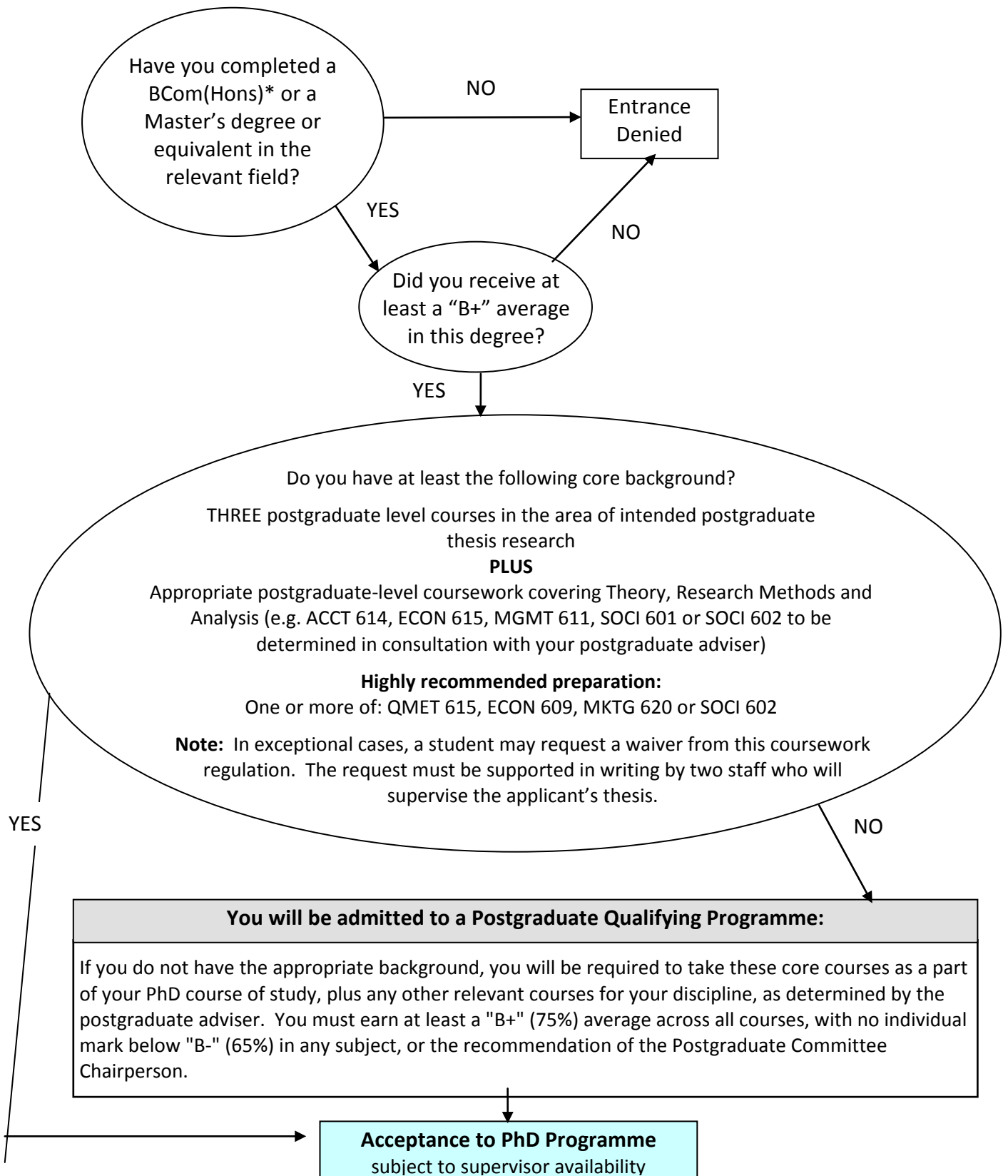
## Entry Requirements for MCom(Ag)



# Entry Requirements for MAppSc



# Entry Requirements for PhD



\*Note: Applicants who hold a degree with 2(II) Honours will be considered only if the application is supported by statements from the supervisor and HOD at the previous university on the suitability of the applicant for PhD studies.

## What to Expect during your Course of Study

*When you  
are doing  
**COURSE-  
WORK:***

You will be assigned a **COURSEWORK ADVISER** in either Accounting, Agricultural Management, Agribusiness, Business Management, Economics, Finance, International Development, Marketing, or Property. (Your **COURSEWORK ADVISER** is referred to as your “interim Supervisor” by the Postgraduate Studies Office.)

You must meet with your **COURSEWORK ADVISER** to develop your plan of study *before* you can enrol for your first semester.

You must discuss all subject changes with your **COURSEWORK ADVISER** (who must approve these changes) before you can alter your plan of study.

During your coursework, plan to meet periodically with your **COURSEWORK ADVISER** to review your progress during the semester.

Your **COURSEWORK ADVISER** will help you plan ahead to begin the thesis process, if you are enrolled in a research degree programme. Since your research will need to be consistent with Faculty interests and expertise, your **COURSEWORK ADVISER** will help you identify potential supervisors and research areas. You should conduct this process prior to completing your coursework.

Normally, you may commence your thesis research only upon satisfactory completion of all coursework. If you are taking less than 3 courses in your second semester, you will need Faculty approval to start your thesis research.

*When you  
are doing  
**THESIS  
RESEARCH:***

You will now need a **THESIS SUPERVISOR** (and **ASSOCIATE SUPERVISOR**) instead of a **COURSEWORK ADVISER**. After discussion with your **COURSEWORK ADVISER** and your prospective supervisors, the Coursework Advisor will send a memo or email to Postgraduate Administrator for approval by the Commerce Postgraduate Committee in order for your **THESIS SUPERVISOR** and **ASSOCIATE SUPERVISOR** to be officially assigned to work with you.

The major steps in the thesis process include:

1. Hold a Mutual Expectations meeting with your supervisors.
2. Submit your proposal to your supervisor, associate supervisor, and two other staff members (selected by supervisor) for review and comments. Improvements may be required before you are permitted by your **THESIS SUPERVISOR** to present your proposal to the Faculty. Note: Your research may require approval from the Human Ethics Committee and other committees.
3. Present your thesis proposal in a Faculty Symposia. Following the presentation, make any improvements to the proposal, as agreed with your supervisor. Then, with the approval of your **THESIS SUPERVISOR** and **ASSOCIATE SUPERVISOR**, submit your thesis proposal and topic approval form to the Commerce Postgraduate Committee for topic approval.  
Targets: Masters – normally within 3 months of registration  
PhD – normally within 6 months of registration
4. Conduct the research and analyse the data. Finish writing the final chapters. An approved editor may be used throughout the entire writing process if this helps with thesis quality.
5. Present your results in a Faculty Symposia. After any final editing, and with the approval of your **THESIS SUPERVISOR**, submit three/four copies of the final draft of your thesis to the Postgraduate Studies Office accompanied by a signed Declaration form. The thesis will then be forwarded for examination, with an oral examination following assessment for the PhD.
6. You must provide one hard bound copy and one digital copy of your thesis (after making any revisions suggested during the examination process) to the Library before you will be eligible to graduate. We request you provide your supervisor with a copy of your thesis and its datasets on a CD.

## Review of Progress during your Course of Study

Whether you are doing **COURSEWORK** or **THESIS RESEARCH**

Your progress will be reviewed by the Faculty of Commerce Postgraduate Committee on a regular basis.

For masters' and doctorate students doing coursework, your coursework marks will be reviewed by the staff members of the committee at the end of each semester, during the week following examiners' meetings. If your average was less than 70% (B) in the first semester, you will receive a letter advising you to meet your coursework adviser to select your semester two courses, and discuss strategies to improve your grades. We will also advise Academic Administration Committee (AAC) that better performance by you is essential if you are to qualify for thesis study.

By the end of 6 courses (for full-time students this will normally be the end of the second semester), you must earn an overall average of a "B+" (75%) or better, with at least a "B" in ECON 615/ACCT 614 if either of these courses is required for the degree. If you do not meet these criteria, we will recommend to Academic Administration Committee that your master's enrolment be cancelled.

Satisfactory coursework results and progress during thesis stages must be achieved in order to maintain your enrolment in the Postgraduate programme. Students who achieve unsatisfactory marks or demonstrate poor performance in thesis research will be reviewed by the Postgraduate Committee. In these cases, conditions may be imposed for the student to maintain their enrolment. In some cases, cancellation of enrolment may be warranted, even if thesis work has commenced.

Students may opt to suspend their thesis research for a nominated time. This requires application to AAC. Please refer to the House Rules for regulations regarding suspension.

### Time Frames for Completing Postgraduate Courses

	<u>Minimum</u>	<u>Maximum</u>	<u>Part Time</u>
PG Dip Com	1 year	No maximum	Yes
BCom(Hons)	1 year	2 years	No
Masters (thesis and exams)	2 years	4 years	5 years
Masters (thesis only)	1 year	3 years	4 years
PhD (thesis only)	2 years	5 years	6 years
	<u>Minimum</u>	<u>Maximum</u>	<u>Part Time</u>
To receive Honours/Distinction:			
Masters (thesis and exams)		3 years	4 years
Masters (thesis only)		2 years	3 years

Note: All coursework must be completed within 4 semesters. Normally, coursework and thesis are completed in two years of full time study.

## Getting Started

### ***Commerce Preparation for Postgraduate study Programme (CPPP)***

Faculty of Commerce has for many years provided Postgraduate Orientation sessions to inform students of skills and strategies needed to succeed in postgraduate study. Those sessions include: explanation by lecturers on what is required to work at a postgraduate level, presentations by Library staff, presentations by Teaching and Learning Services staff. We have now designed a three day programme for 2012 start to cover those topics, complete administration requirements, enable postgraduates to make a strong start to postgraduate study at Lincoln University. Attendance at the CPPP is mandatory for new Commerce postgraduate coursework and thesis students.

#### **Vision**

All new Commerce postgraduate students will commence week 1 of their postgraduate study well informed and well prepared to succeed.

#### **Goal**

All new Commerce postgraduate students will complete a CPPP during the week preceding the start of each semester. The programme will ensure that:

- new postgraduates have study, literacy, information acquisition and assignment writing skills needed to succeed at postgraduate study
- new postgraduates know how to further improve those skills

#### **Format**

The Commerce Postgraduate Committee will organise the CPPP. Speakers will be drawn from the PG Committee, examiners of 600 level courses, Library, Teaching and Learning Services, ITS, Proctor and other sources. The CPPP will run during three days of the week prior to the beginning of semesters one and two. A substantial portion of the programme will be available on-line, with a concomitant reduction in the time spent in group meetings.

#### **Mandatory**

Attendance and completion of this programme is listed in course outlines as a mandatory component for all 600 level Commerce postgraduate students. Students who have already completed a CPPP in a previous semester will be exempt from the requirement. Students who miss the CPPP will either fail the course (F), or receive In Progress (IP). Students receiving IP have four months after release of examination marks to complete the CPPP.

#### **Administration**

During the CPPP each semester, all new postgraduate students will complete the administration requirements for the Faculty of Commerce. These include computer access, printing, locker and office allocation and after hours access. The contact person for these items is:

**Anne Welford: Extn 7859, [Anne.Welford@lincoln.ac.nz](mailto:Anne.Welford@lincoln.ac.nz)**

**First floor, Commerce building**

#### **Thesis students**

Thesis students will be required to complete an **outline** of their thesis research within 14 days of their start date in their thesis year. The Faculty of Commerce will apply to the University for thesis funding when a thesis outline has been approved by the relevant supervisors.

Thesis students are required to complete a CPPP before their thesis **proposal** is approved by the Commerce PG Committee.

### ***BCom(Hons) Dissertations***

Students will be advised by their Postgraduate Adviser on their course of study. The House Rules for Honours degrees allow some latitude in how dissertations are studied. The Faculty of Commerce advises BCom(Hons) students that they study courses as below:

Semester 1	Semester 2
ACCT 614, or approved Research Methods course	Discipline elective
QMET 615	Dissertation (2 course equivalents)
Discipline elective	

The House Rules state that proposals for the dissertation must be completed within four months of commencement of study.

BCom(Hons) students are required to complete a Proposal of up to 10 pages in length, which: states the problem to be investigated; briefly summarises relevant literature; states methods to be used; includes a budget and a timeline for the dissertation.

Dissertations must be completed no more than 2 weeks after the final day of Semester 2 examinations. Dissertations are recommended to be no longer than 80 pages in length. Two copies (soft or spiral bound) are to be submitted for examination to the Postgraduate Office.

Dissertation structure and content is generally indicated in the Honours House Rules, section 9. The student is ... 'expected to demonstrate a level of originality, critical insight and a capacity to carry out independent research.' This allows some discretion on content and format. But note that extended literature reviews alone do not meet the criteria in the previous sentence.

An indicative Table of Contents for dissertations.

- Introduction and research question
- Literature review
- Research methods
- Results
- Discussion
- Conclusion
- References

Some examples of completed dissertations as .pdf are available in the Commerce Share Directory for postgraduates to study.

**Choice of PGDipCom, BCom(Hons) or MCM(ET)/MCom(Ag)/MAppSc**

Postgraduate students face an array of degree or diploma options. All can be studied either full time or part time. Before choosing one, students should carefully consider the benefits and costs of each option.

	Minimum Entry requirement	Features	Typical full time duration	To qualify for Masters programme	To qualify for PhD programme	Good option if ...
PGDipCom	B average in 300 level courses	6 PG courses	2 semesters	GPA ≥B; pass Research Methods & QMET 615	Begin by studying MCM, apply later to change to PhD	Aiming for work in business
BCom(Hons)	B+ average in 300 level courses	4 PG courses + dissertation	2 semesters	GPA ≥B; pass Research Methods & QMET 615	GPA ≥ B+ and supportive references	Aiming for research career
MCM (Exam & Thesis)	B+ average in 300 level courses	6 PG courses + thesis	2 years	N.A.	GPA ≥ B+ and supportive references	Business, research, PhD
MCom(Ag) (Exam & Thesis)	B+ average in 300 level courses	6 PG courses + thesis	2 years	N.A.	GPA ≥ B+ and supportive references	Business, research, PhD
MAppSc (Exam & Thesis)	B+ average in 300 level courses	6 PG courses + thesis	2 years	N.A.	GPA ≥ B+ and supportive references	Business, research, PhD

## ***Coursework Students***

You will be allocated a Course Adviser in your main discipline area. The Coursework Advisers will help PG Dip/Cert, Honours and Masters students to select their subjects. The selection of subjects is an important first step and one that requires your careful and prompt attention. The Coursework Advisers will also provide support for all students while they are completing papers and will later help arrange a thesis supervisor for PhD and Masters students.

Masters and PG Dip/Cert students are required to complete 6 x 600 level subjects. BCom(Hons) students are required to complete 4 x 600 level subjects and a dissertation (see BCom(Hons) Dissertations above). Permission to take subjects outside of those offered by the Faculty will be given readily where it can be demonstrated they will contribute significantly to your research, or plan of study.

## **Postgraduate Procedures**

### ***House Rules for Study***

Once enrolled, a postgraduate student will receive a copy of a document entitled "House Rules for Study for..." (Honours, Masters and PhD students). This document sets out guidelines for graduate students and outlines what is expected of you by the University in order to fulfil the requirements of your degree. You will, after reading this information, see that there are certain forms that must be completed by you and your supervisor(s). Please note that there is a timeframe for each form to be completed. A brief summary of each step is listed below.

### ***Registering Your Course of Study***

#### ***Admission to Honours/Masters/PhD***

Admission to PG Dip/Cert, Honours, Masters or PhD courses is by application. Approval of an application can only be given by the Academic Administration Committee (AAC). Until such time as the Committee approves an application you cannot be registered as a PG Dip/Cert, Honours, Masters or PhD student.

The Faculty Dean's nominated representative may approve the course of study provided it conforms to:

- coherence of your course of study and the adequacy of previous studies as preparation for the proposed study
- subjects should be chosen from the schedule for the degree concerned, unless the approval of the Academic Administration Committee is obtained
- structure and nature of course of study are in line with the House Rules. If variation is sought, then the Academic Administration Committee approval is necessary.

Each year you must:

- complete an enrolment form for **that** year of study, and
- register in person in each year of your course of study in order to confirm your enrolment.

## Writing Skills

Completion of a thesis requires good English writing ability. Students are very strongly encouraged to continually improve their writing skills by enrolling in writing skills courses provided on campus by the Student Learning Centre and through practice.

### ***Identifying a potential thesis topic***

Successful thesis research occurs where a student selects a tightly defined topic and works diligently applying a range of tools to the issue. The ideas below are aimed to aid identification of a potential thesis topic.

1. Selection of topic can be driven by supervisors or by those looking for supervision (postgraduates). We have attempted to increase the role the supervisors play in thesis topic selection by asking all staff to list up to three research areas that they are prepared to supervise. These topics are listed for many staff on pp 44-50. Postgraduates should check these topics to see which look of interest to them and match their coursework discipline, and skills.
2. Organisations often contact staff and ask for assistance to complete research (Landcare Research Ltd, Environment Canterbury, CDC, Business New Zealand, many Government Departments, Christchurch City Council, industry, TIF etc). Staff may advertise to postgraduates via email if there are opportunities for thesis research and if funds are available to complete the research. Read those emails! Summer scholarships and graduate assistantships can provide a route to thesis topics. Apply when they become available.
3. Ideas for thesis research can also be discerned through reading the literature, listening to current debates, and identifying a gap that you might fill by some research. A journal article may report research conducted in the USA or the EU on some topic. Could you complete thesis research on a similar topic using, e.g., Malaysian, PRC, Thailand, or New Zealand data?
4. The coursework you have already completed, and the skills you have acquired (particularly in statistics and econometrics) or can reasonably expect to acquire during thesis work, will limit the choice of topics you can feasibly tackle in a thesis. For example if your BCom(Hons) is predominantly in accounting subjects, you are unlikely to be equipped to tackle a thesis in marketing, business management, computing, economics, finance etc. Students about to commence a thesis should list their key skills and knowledge before they attempt to select a thesis topic.

## Guidelines for Supervision

*Please read carefully the following suggested guidelines for supervision of research students. You may also want to ask your potential supervisor to read these suggested guidelines and discuss them with her/him **before** you make a final decision.*

### ***Matching Student, Supervisor(s) and Project***

When an applicant is seeking a supervisor, or vice-versa, there is a process of mutual assessment. A half-hearted or casual approach is not satisfactory because of the commitment required by both parties. Both student and supervisor should feel free, after an initial exploratory period, to withdraw from further involvement.

1. Before accepting a supervisor, or supervisors, an applicant should ask the proposed supervisor to describe what he/she expects of research students at this level, and what support he/she normally gives. Will the proposed supervisor(s) need to obtain specific statistical or econometric advice from another staff member?
2. Before accepting an applicant, a potential supervisor should:
  - a) Ask the student to provide a brief outline of their proposed research topic.
  - b) Investigate the student's background and level of performance in relation to the proposed topic and level of investigation. Past records and references may be required, especially for students from outside the university.
  - c) Discuss the student's motivation and objectives for further study. Unrealistic expectations of the magnitude of the task, or of the likely benefits, can cause bitterness later if not discussed at this stage.
3. Before accepting a research project, student and supervisor(s) should:
  - a) Discuss whether the proposed area of investigation is appropriate to the applicant and to the level of qualification sought. An outline of the research project will be very helpful for this discussion.
  - b) Consider whether the area of investigation, is appropriate to the proposed supervisors. If it is well outside the supervisors' areas of expertise, supervision may be neglected or inadequate. Supervisors may suggest a specific role for statistical or econometric advisers, alternative topics, or alternative institutions with expertise in the original topic.
  - c) Investigate the availability of financial, physical and library resources required for the proposed project. What data will be required to complete your research and how feasible is it to obtain the data at a reasonable cost? Explore the existing data sources: Statistics New Zealand, RBNZ, IFS, World Bank, etc. If you want to generate primary data, how long will it take to conduct a survey or collect data by other means, and how costly will that be? Many students have obtained > 300 valid survey responses to a mail survey which has been funded by the ≤ \$2000 budget provided for masters students.

### ***Planning the Project***

On arrival a more detailed investigation of the project should be undertaken. This will involve:

- Detailed discussion of the topic by both supervisor and student.
- A thorough initial search of the relevant literature by the student (with direction and advice from the supervisor).
- An initial costing of the project by the student, discussed with the supervisor.

- Completion of the thesis research outline (about four pages in length) and copy provided to the Commerce Postgraduate Administrator within 14 days of commencement of thesis study.

### ***Thesis Proposal and Topic Approval***

From this information, a research proposal will be prepared and presented to the Faculty at a symposium. The decision whether the project can proceed or not is based on this symposium and the written proposal which is submitted to the Postgraduate Committee. All research projects must be approved by the Commerce Postgraduate Committee. When the research topic has been approved the student's project will receive funding from the University.

Masters and Doctoral thesis proposals should satisfy three main criteria. First, they should justify the need for the research. This is usually carried out by a detailed literature search and review. The literature review not only demonstrates the candidate's knowledge in the area of study, but it should highlight the particular area of research as one that is supported by or builds upon existing research in the field. Second, the proposal should describe the proposed research. It is important that the candidate and their supervisors are in agreement on the research questions, the research design, and method(s) of analysis. Finally, the proposal should outline the contribution of the proposed research. For a Masters thesis, this is typically the knowledge/understanding gained through the research in terms of literature reviewed, hypotheses tested etc... PhD thesis should also have a theoretical contribution in the form of a new theoretical model or framework.

The specific format and level of detail required for the research proposal ultimately depends on the research, the student and the supervisors. Some supervisors will accept a short proposal with few details and others will require a document which resembles the first few chapters of the thesis. These details should be discussed in the mutual expectations meeting between the student and supervisors.

**Timing:** Students may identify a thesis topic as early as possible; ideally in their second semester of course work. If this procedure is followed, Research Methods course project work and study breaks can both be used to begin initial stages of thesis work. Potential supervisors can be provided a draft thesis outline to aid discussion about the project.

### ***Mutual Expectations Agreement***

When a firm decision is made to proceed, student and supervisors must recognise that they are making strong commitments to each other. In particular, note that the supervisors are agreeing to assist the academic development of the student. At the very least, the dimensions of these commitments should be thoroughly discussed and agreed. These commitments must be recorded in the Mutual Expectations Agreement document which can be referred to if difficulties arise later. The agreement includes the following aspects, among others:

- frequency of meetings between the student and supervisors;
- the nature, promptness and limits of feedback on both written and practical work;
- presenting seminars on the project while in progress;
- support available during the writing up phase;
- target dates for various stages of the project;
- principles for establishing authorship of publications.

### ***Detailed Planning, Data Gathering and Data Analysis***

- a) Preparation of a detailed research proposal and drafts of early chapters of the thesis.
- b) Regular meetings between student and supervisor(s).
- c) Meetings of student, supervisor and associate supervisor, with statistical or econometric advisers where agreed upon and appropriate.
- d) Formal presentation of the work to an audience at least twice throughout the research process (a proposal seminar and a results seminar). The Faculty of Commerce will schedule a time for these seminars each semester.

### ***Obtaining Statistical or Econometric Advice from another staff member***

- a) Students must obtain approval from their supervisor and associate supervisor before they obtain specialist statistical or econometric advice from another staff member.
- b) The student, supervisor and associate supervisor must first discuss any statistical or econometric issues and determine if specialist advice is needed from another Faculty of Commerce staff member.
- c) Once it is determined that specialist statistical or econometric advice is needed, the supervisor must contact the appropriate Faculty of Commerce staff member and seek a meeting of student, supervisor, and associate supervisor with the staff member.
- d) At the meeting with the staff member, the group must discuss and agree on: the number of future meetings; the timing of future meetings; the credit given for the staff member's contribution in the thesis acknowledgements; and in authorship of conference papers and journals articles.

### ***Copy Editing for Theses***

Academic Board approved a new policy in August 2005, regarding use of copy editors for theses. (See House Rules for PhD/Masters, Section 10/12, 3.4 or <http://www.lincoln.ac.nz/About-Lincoln-University/Rules-and-regulations-of-study-at-Lincoln-University/House-Rules/>).

Supervisors and students may agree to use copy editors for theses and dissertations. All decisions on use of copy editing need to be recorded in writing and the hours of editing logged. Mutual expectations meetings are a good time to discuss this policy.

Copy editing is acknowledged in the thesis declaration document that accompanies the thesis when it goes to examiners. The instructions to examiners will include reference to the Lincoln University copy editing policy.

### ***Writing Up***

- a) Students should be encouraged to begin writing up as early as possible while still engaged in planning, data gathering and/or data analysis.
- b) The format of the final thesis should be discussed and agreed as early as practical, with later amendment if necessary.
- c) Drafts of all chapters should be submitted to the supervisor(s) for comment and approval. Feedback should be provided on substantive issues, especially weaknesses in the amount and quality of the work. Most supervisors also give feedback on style and

grammar, etc. and students could be encouraged to get additional feedback from other readers.

The Student Learning Centre can provide additional feedback on writing and structural aspects at the planning and draft stage of the thesis, including assistance with English language.

### ***Thesis Results Seminars***

When your research is near to completion, you are required to present your results at a Faculty of Commerce Thesis Research Proposal & Results symposia. Symposia are scheduled approximately one per month during the year.

### ***Nomination of External Examiner(s)***

Approximately two months before your thesis is ready for submission for examination, your supervisor is required to nominate an external examiner(s). This needs to occur well in advance of submission so that the necessary approvals are obtained to enable the thesis to be sent out promptly.

### ***Submission and Examining***

- a) At the stage when you wish to submit a thesis for examination the supervisor(s) should indicate if they have any significant reservations about the merit of the work. No student should be surprised in the examining process by criticisms levelled by the supervisor(s). The requirements and guidelines for the presentation and deposit of theses and dissertations can be found on <http://library.lincoln.ac.nz/Documents/Library/thesis-requirements.pdf>
- b) For PhD Students only - the student should be prepared for the final oral examination by the supervisor(s) including information about the likely form of the examination. The best form of practice is to present a research seminar with adequate time for questions and discussion.
- c) An independent convenor will be appointed by the Academic Administration Committee. Students will not be given examiners' comments before their oral examination.
- d) In the examining process, candidates are entitled to the support of their supervisor(s) except as noted in (a) above. Supervisors should accept partial responsibility for any deficiencies identified by external examiners that were not previously evident. This shared responsibility underlines the importance of all stages of supervision, and that the commitment should not be undertaken lightly.

## **Intellectual Property Guidelines**

Lincoln University has an Intellectual Property (IP) policy and has developed IP guidelines for postgraduate supervisors. Lincoln University as an employer is the owner of IP created by its employees in the course of their employment. See <http://registry.ac.nz/lpp> (Academic Policy: Intellectual Property)

Students are generally not employees, hence they typically have a claim to IP they create. In some cases where research is externally funded they may have a contract with funders. Supervisors need to ensure that IP issues are discussed with research students before the research project begins.

Supervisors have a duty of care to inform students about this issue. Mutual expectations meetings are a forum where IP issues can be discussed.

Where a student has developed some IP and does not want to commercialise it themselves, they can enter negotiations with the University. Deeds of assignment can be negotiated between Lincoln and students to transfer IP ownership to the university.

Note that IP is different from copyright. Authors have copyright of theses, and any document they write. This right is protected by law, and use of © is redundant.

## **Laggard Theses**

The policy on Laggard Theses applies to all theses and dissertations. After a thesis has been examined PhD and Masters students have three months from notification of their thesis examination result to complete any required amendments to their thesis. Faculties can recommend a longer period than three months if they have good reason to do so. Academic Administration Committee (AAC) will support a longer period than three months to complete the amendments if there is a compelling case.

Students who fail to make the required amendments within the time allowed will be in breach of the 'Satisfactory Progress' regulations. Laggard students may be awarded a lesser qualification or no qualification as appropriate as determined by AAC.

## **Grievance Procedures**

Students who disagree with any aspect of their academic programme have a number of avenues through which they may pursue their grievance. In the first instance, it is expected that students will discuss the problem with their supervisor(s). If this does not satisfactorily resolve the grievance they are then encouraged to discuss the matter with Dr David Cohen, Chair of the Commerce Postgraduate Committee. Should this not result in the problem being resolved, students have recourse to the following persons:

For all Postgraduate Students:

Academic Programme Director Postgraduates:

Professor Ken Hughey - Environment, Society and Design Faculty  
Extension 8728. Email: ken.hughey@lincoln.ac.nz

International Students' Adviser:

Denise Pelvin - Student Health Centre, Hudson Building  
Extension 8719. Email: Denise.pelvin@lincoln.ac.nz

Education Coordinator LUSA:

Quentin Findlay - Lincoln University Students' Association (LUSA)  
Extension 8701. Email: education@lusa.org.nz

## **Information on Web Pages**

The content of this Handbook is regularly revised and available on the Faculty of Commerce website at <http://www.lincoln.ac.nz/Documents/2012CommPGbook.pdf>.

The Lincoln University Postgraduate Student web page also provides valuable information at <http://www.lincoln.ac.nz/Degrees-Diplomas-and-Certificates/Postgraduate/>

# Supervisor and Thesis Student Check List

1. Thesis Outline to be agreed, completed, approved by supervisors and provided to Commerce Postgraduate Committee within 14 days of start date.
2. At commencement of thesis research student and supervisor(s) to have a Mutual Expectations Meeting.  
**\*(Complete Mutual Expectations Agreement)**
3. Proposal presented within time frame (see 4. below) at one of the Commerce Thesis Proposal and Results Symposia.
4. Submit written proposal to Postgraduate Committee for approval. Budget to be included.  
**Masters:** Within 3 months of thesis year registration  
**PhD:** Within 6 months of first registration  
**\* (Complete Thesis Topic Approval form)**
5. Once approved student obtains access to Faculty research account.
6. Complete six monthly thesis review (June and December)
7. Thesis Research Results presented approximately one month before submission at one of the Commerce Thesis Proposal and Results Symposia.
8. Supervisor to nominate external examiner(s) approximately three months BEFORE submission of thesis.  
**\* (Complete Nomination External Examiner form)**
9. Supervisor to ensure thesis has been submitted to Turnitin before going out for examination.
10. Submit thesis for examination to Student Administration (2 x copies for Honours dissertations, 3 x copies for Masters, 4 x copies for PhD – spiral or soft bound/quarter flush) A digital copy must be given to your supervisor or the postgraduate administrator. **\* (Complete Declaration form)**
11. Mark thesis (supervisor and associate supervisor) and submit report to Postgraduate Office.
12. Supervisor compiles examiners' reports and sends recommendation of overall mark to Postgraduate Office. (PhD - oral exam required.)
13. Student arranges binding of thesis (3 x copies) once mark has been awarded and any changes completed.
14. Student submits digital thesis and one bound copy of thesis to Library plus a bound copy to each supervisor. (<http://library.lincoln.ac.nz/For-Postgraduates/Theses/>)  
**(Supervisor and Faculty Postgraduate Coordinator to complete Graduation Clearance form)**  
**\* (Student to complete Library's "Use of Thesis" form)**
15. Student can provide Supervisor with a copy of the completed thesis, plus datasets collected for the research, on a CD.
16. **GRADUATE.**  
**\* Forms available from Commerce Postgraduate Administrator**

# Postgraduate Administration Details

The Faculty of Commerce has two Postgraduate Administrators: Anne Welford and Annette Brixton. Please contact them if you have any administration difficulties.

## Work Space

Postgraduate study provides an excellent opportunity to meet new people and establish friendships that can endure for decades. Shared office space is allocated to thesis students from a range of countries and cultures and thereby fostering interaction and development of new friendships.

Work space for the Faculty's postgraduate students is currently provided in the Old Printery. Both buildings are situated on Farm Road, a short distance from the Commerce building where staff are located.

Principles considered when allocating work space for thesis students:

- Availability of space and planned use
- Mix of students – to help with English language and exchange of knowledge about other cultures

Space is allocated as follows:

PhD:	Work space in a shared office
Masters Thesis:	Work space in a shared office
Honours dissertation:	Work space in a shared office
Coursework students (Masters, Honours, PG Dip Com & PG Cert Com):	Access to university computer labs.

Secure lockers are available for thesis students.

Kitchen facilities are available in each building for thesis students. The kitchens have fridges, water heaters, microwaves and sinks. Tea, coffee and sugar are provided by Commerce and milk is delivered. These facilities are provided as a privilege to Commerce postgraduates and need to be respected and maintained by the students who use it.

## Research Funding

**Honours:** Up to a maximum of \$500 is credited to the Faculty when a dissertation topic proposal is approved.

**Masters:** Up to a maximum of \$2000 is credited to the Faculty when a thesis topic proposal is approved. An advance may be made, if the supervisor requests it, once the thesis writing stage is reached. For part time students this allocation is to a maximum of \$1000 per year for two years.

**PhD:** Up to a maximum of \$2000 per year for three years is paid to the Faculty when a thesis topic proposal is approved. An advance can be made if requested by the supervisor.

Equipment bought with these funds remain the property of the Faculty and may only be spent on legitimate research expenses. Unusual or large expenses (over \$50.00) must have the approval of the supervisor before they are made and original receipts must support all reimbursement claims. Once the funding allocation is spent, any further costs incurred become the responsibility of the student. In exceptional cases research may be allocated more funds than the standard amount listed above with the approval of the Postgraduate Committee.

### ***Budget Guidelines***

A budget must be included in your thesis/dissertation proposal. This budget will be reviewed by the Faculty's Postgraduate Committee and the budget figure set as the project budget. Funding is supplied to cover expenses related to researching, writing and producing a thesis. Accommodation, meals or general stationery items are NOT considered thesis research expenses.

Cost Areas	Description	MCM	PhD
Printing & Photocopying	Printing and Photocopying during the preparation & writing stages. Printing of Thesis – soft bound/ quarter flush – for submission to Registry (3 copies MCM, 4 copies PhD)	\$500	\$1200
Survey	Survey costs (include cost of letterhead, labels & envelopes, postage, toll calls, printing)	See p 29 for pricing	
Misc	Library Interloans Books essential to the research topic Toll calls for research purposes (Excludes Digital Dictaphones as they are available to be booked from the Faculty) (Excludes general stationery items)		
Data	Software licences or courses, data sets, computer upgrades, data entry, specialised technical assistance		
Conference	The costs of conference registration, travel and accommodation can be budgeted for attendance of a conference on condition that a paper is presented.		
Travel/Data collection	Costs for completion of surveys & interviews. This can cover mileage (subject to University reimbursement rules) flights, and transcribing of interviews. It excludes accommodation & daily living expenses. Exception to these rules depends on type of data collection required.		
Thesis Editing	Professional editing of thesis if English is second language with the approval of supervisors and the Postgraduate Committee chairperson.	\$150	\$250
Binding	Thesis binding including photocopying (three copies – one for the Library and one for each supervisor)	\$240	\$320
	<b>Maximum Total</b>	<b>\$2000</b>	<b>\$6000</b>

### ***Postgraduate Account***

Funding is accessed via a research code. Upon confirmation of your proposal/dissertation approval, you will be issued with the research code. If you have any questions regarding charging or reimbursement claims please contact the Faculty Administrator

## **Computers, Printing, Photocopying and Digital Support**

Postgraduates are given a postgraduate username by the Library on arrival. Each person has an initial allocation of 2Gb network disk space. Network files (H: drive) are regularly backed up by ITS. Please ensure that you use this space for all important files. If this allocation becomes insufficient, please contact the postgraduate administrator who can ask ITS to assign significantly more space as required.

Commerce postgraduates can print, photocopy or scan on any of the Canon machines. The main one designated for Commerce postgraduates is in the Old Printery. Other Canon machines are situated in the University computer labs and the Library. To photocopy or print you must use your Student ID card.

Payment for printing/photocopying:

- All students doing course work must pay in advance. There are EFT-POS print credit kiosks which allow students to update their print credit using their EFT-POST card. One of the kiosks is a pedestal mounted unit in the Library ground floor west side and the other kiosk is wall mounted unit in the Landscape building, ground floor student printer room.
- Masters and PhD thesis students may accrue printing/photocopying expenses to their research accounts.

The University has a campus agreement which entitles postgraduates to install anti-virus software (ESET NOD32) and bibliographic software (EndNote) on your home computer. Instructions are available on line. <http://ithelp.lincoln.ac.nz/site/>

The Faculty of Commerce has available a number of digital recorders (supporting software is available), wireless pointers and a digital camera. These may be borrowed for research purposes.

### ***Specialist Software***

A wide range of software is available on campus including SPSS, SAS, EvIEWS4, Limdep, Endnote, Maple and others. Click on the Start menu to find these.

Computer and printing problems? Contact the Service Desk [ithelp@lincoln.ac.nz](mailto:ithelp@lincoln.ac.nz) (extn 8048).

### ***The Linc***

The Linc (University printery) and bookshop are located on the ground floor Forbes building. If you have large volumes of photocopying to be done, material to be printed or articles to be bound, the Linc can do this for you. Simply fill out one of the Linc work request forms available from the Linc, and indicate whether you wish to pay cash or have the cost debited to your research code. Prices for these services are available from the Linc.

## Internet Access

Your postgraduate username will allow you international WWW access. This is to be used for research and study purposes only. Internet access is free and is provided to facilitate legitimate research, business and study goals for Lincoln University staff, postgraduates and students. Acceptable use of the Internet will ensure that it remains free. Please refer to the policies regarding Internet use at: [http://www.lincoln.ac.nz/lpp/\(Information and IT Security Policy\)](http://www.lincoln.ac.nz/lpp/(Information and IT Security Policy)). To access the Internet please refer to the Student Handbook [http://ithelp.lincoln.ac.nz/site/story\\_images/2261\\_ComputingHandboo\\_s6230.pdf](http://ithelp.lincoln.ac.nz/site/story_images/2261_ComputingHandboo_s6230.pdf).

Users must not access the internet for any inappropriate purpose (including trading, viewing of pornographic material, sending abusive or other inappropriate messages). If you have any doubt/concern about inappropriate use and associated penalties, you should consult Lincoln University's policy on this matter. This is available under Internet Use Policy on: [http://registry.lincoln.ac.nz/LPP/\(Information and IT Security Policy\)](http://registry.lincoln.ac.nz/LPP/(Information and IT Security Policy)),

## Mail and Mail Boxes

Mail arrives twice daily - 9.15 am and 2.00 pm. Incoming mail is distributed to the postgraduate mail boxes located at ground floor reception, Commerce building.

Personal mail must not be included in the Faculty mail delivery, or pick-up. It may be posted in the Post Box outside the University Bookshop (collection time is 4 pm daily).

## Access Cards

For access to buildings after hours, permission is required from the Faculty. Lodge your request with the Postgraduate Administrator who, on approval, will have the access added to your ID card.

## Phone and Fax

If you need to make national or international phone calls or send a fax to assist with your research, ask the Postgraduate Administrator to make these for you. The price of phone calls and faxes will be debited from postgraduate research accounts. **Personal faxes are to be sent from the library.**

## Leave of Absence

Very occasionally, a student may need to take time off from study and this must be approved. In order to arrange formal leave, the student must apply for the time away from the University and provide reasonable justification. Requests must be approved by the Postgraduate Committee and University Student Administration. If a research student requests leave, the student's supervisors will be consulted. In applying for leave, the student should include the anticipated duration of the absence, contact details (physical and email addresses) so that we can communicate with the student if needed, and the anticipated duration of the time away.

## International Travel for Research Students

Students who need to travel overseas for purposes of their research ie to collect data, must first have approval from their Supervisor AND complete an International Travel Plan form for the Faculty administration. No travel will be permitted until the Research Proposal has been submitted and approved. The details of travel will be included in the LUCAS database so that the Faculty and therefore the University always has a record of where students are. This is a University requirement.

## Survey Mail Outs

Some research data is gathered from surveys. Survey questionnaires must have prior approval of the Lincoln University Human Ethics Committee. There are a number of expenses related to survey mail outs that you need to consider when drawing up a budget:

Items	Prices (prices may vary and excl GST)
Lincoln University letterhead	\$46.92 (500 per ream)
Lincoln University logo envelopes	DLE White \$55 per box of 500 C5 White \$124.25 per box of 500 C4 White \$171.50 per box of 500
Envelopes – plain	DLE White \$19.18 per box of 500 C5 White \$21.34 per box of 250
Address labels	\$53.31/\$53.31per box (14/24 labels per sheet, 100 sheets per box)
Postage	DLE envelope \$0.60 C5/C4 envelopes \$1.20/\$1.80
Postage cost of freepost returns	Same as postage above.

Note: Students purchase the survey stationery from the Faculty and charge it to their research code. Once the survey is ready, the mail out needs to be taken to The Linc (bookshop) and your research code given to the mail person. Remember to inform The Linc of the name on the **Freepost 36** return envelopes and to charge these to the same research code.

## Lincoln University Library

Postgraduate Liaison Librarian: Sarah Tritt, sarah.tritt@lincoln.ac.nz ; extn 8529.

The University Library provides an excellent service to postgraduates. See Information for Postgraduates at <http://library.lincoln.ac.nz/For-Postgraduates/> and obtain a copy of "Requirements and Guidelines for the Presentation and Deposit of Theses and Dissertations" (<http://library.lincoln.ac.nz/Documents/Library/thesis-requirements.pdf>) from the library and also attend library seminars to gain a full knowledge of the services available.

### ***The Library Catalogue***

The Library Catalogue is a computer database containing records of all items held by the Library. The catalogue can be accessed in the library, from any networked computer on campus, or from off campus using the Internet. Start from the Library web page <http://catalogue.lincoln.ac.nz/>

### ***Serial Databases***

Use serial databases to find articles published in journals, newspapers, and other serials. Some serial databases provide the full text of articles, while others provide a summary only. Many serial databases can be accessed from off campus, as well from any networked computer on campus and in the Library. Access the Library's serial databases from <http://library.lincoln.ac.nz/Search/Databases/>

### ***EndNote***

EndNote is reference manager software available to all students and staff. It allows you to enter references to books, serial articles, etc., into files called libraries.

Once you have an EndNote library with records in it, you can "Cite While You Write" your paper in Word. EndNote will automatically format your in-text citations and create a reference list at the end of your document in a chosen output style, e.g. APA 5th.

For tutorials on how to use the **Library databases** or **EndNote**, contact the Postgraduate Liaison Librarian, Sarah Tritt, [sarah.tritt@lincoln.ac.nz](mailto:sarah.tritt@lincoln.ac.nz).

### ***Interloans***

Interloans are available for you to borrow articles or books that are not held by the Library. The costs are:

- \$4 per item when sourced from within New Zealand (postgraduates are entitled to 10 free New Zealand interloan requests per year).
- \$20 per item when sourced from overseas.
- \$20 for urgent requests.

### ***Using other Canterbury Tertiary Alliance Libraries***

Through the Canterbury Tertiary Alliance, Lincoln students can gain borrowing privileges at the University of Canterbury Library, Christchurch College of Education and Christchurch Polytechnic Institute of Technology. Students must obtain and pay for a library card at each institution they wish to borrow from (currently \$10 at University of Canterbury).

## **Student Learning Centre**

The Student Learning Centre is located in the George Forbes Memorial Library and offers workshops and individual appointments for students who would like to further develop their academic writing, mathematics and statistics, and study skills. Most of the Centre's services are free to Lincoln students. <http://learn.lincoln.ac.nz/tls/course/view.php?id=2>

## **Information Technology Services**

The Information Technology Services (ITS) maintains a well equipped resource room, for the benefit of all on campus. The section has a full suite of audio-visual equipment. There is a nominal charge for the use of equipment. ITS can also assist with data shows, video editing and enhancement, overhead transparency lettering and production, and advice on graphic design (Diane Calvert). ITS also have a large range of resource material available for sale.

There is also conferencing facilities available – Audio/Video/Access Grid. For more information: <http://www.lincoln.ac.nz/Services/IT-Help-Home/About-Information-Technology-Services/Conferencing-Audio-Video-AccessGrid/>

Any work undertaken by this section can be charged to a university research code or paid in cash.

## **Environmental Sustainability**

The University has an Environmental Sustainability Policy and provision for an Environmental Sustainability Advisory Group. Lincoln University was the first in New Zealand to establish environmental policies and currently has many programmes and projects underpinning good environmental practice. In addition, there is the student group 'Lincoln Environmental Organisation' or LEO. This group is very active every year and has strong support from LUSA.

## **Scholarships**

A large number of competitive postgraduate scholarships and grants are available from the University, various research funding bodies, government departments and commercial organisations. Students are encouraged to apply for these scholarships and grants. Thesis students - note the Commerce Research Writing Scholarships below.

The Lincoln University Scholarships Database can be found on web page: <http://www.lincoln.ac.nz/Studying-at-Lincoln/Scholarships-and-prizes/>

## **Faculty of Commerce Research Writing Scholarships**

1. The main objective of the Postgraduate Research Writing Scholarship is to facilitate the transference of postgraduate research to the wider academic community. This will be done by providing funding for a period of time that is to be dedicated to writing academic articles based on the student's completed doctoral or masters research thesis. An expected outcome is a Journal publication.
2. Eligibility is limited to those Commerce postgraduate students who have submitted their thesis, or will have submitted their thesis before the next application round but not yet graduated, and who are not employed in a full-time capacity while holding the scholarship. Recipients of these scholarships must be in New Zealand, preferably on the Lincoln campus, during the tenure of the scholarship. Recipients can only be awarded the scholarship once per degree. It is expected that there will be two selection rounds per year, May and October. The scholarships are competitive and the number of rounds is conditional on the availability of faculty funding.
3. The awards shall be allocated by the Faculty Postgraduate Committee. The members of this committee may seek information from appropriate supervisors. The criteria used to select scholars includes:
  - a demonstrated ability to publish in academic fora,
  - an assessment by the supervisory team in regards to the academic quality of the thesis,
  - the viability of the student's writing plan, and
  - the expected contributions of the article(s) to the relevant disciplinary area.

4. The recipient of a studentship shall be offered the award to undertake a specified writing project, which may consist of one or more research articles. The student's postgraduate supervision team will oversee the progress of the research project.

5. The scholarship period of tenure is ten weeks.

The dates of the tenure are to be decided by the student and her or his supervision team, and will be specified in the writing plan submitted as part of the application. Payment will be made fortnightly to the student's nominated bank account over the duration of the studentship.

This payment will normally be \$4,000, with an additional, final payment of \$500 once the written work is submitted to the supervision team. These scholarships are tax-exempt. Awards are not normally co-tenable with other employment.

6. The research project, including any report required, must be completed by the last day specified in the application.

7. Scholars will be subject to the Statutes and Regulations of Lincoln University.

## Graduate Assistantships

Limited numbers of Graduate Assistantships (GA's) are provided by the Faculty during the year and over the summer.

For a summer research assistantship a student is assigned to a staff member to undertake a particular research project for 120 hours between November and the end of February.

Graduate assistantships provide research assistance each year. Applications for GA's are sought in April each year and are duly assigned to work with staff members after expressions of interest have been sought from staff. Assistantships of 240 hours are available. The start and finish times, and the frequency of assistance will be decided between the supervisor and the GA.

GA's who wish to work for more than ten hours per week can, with the approval of the Postgraduate Committee, be employed as tutors for up to a further ten hours per week, provided the extra work does not interfere with scholarship or work visa rules.

## Employment within the Faculty

Postgraduate students may be employed by the Faculty as part-time tutors, to mark undergraduate student assignments and provide tutoring. Any postgraduates who are interested in these positions should contact the tutor coordinators:



Sue Hicks-Mason  
sue.hicks-mason@lincoln.ac.nz  
Room C010

**Accounting & Finance**



Elizabeth Burt  
 Elizabeth.burt@lincoln.ac.nz  
 Room O04

**Agricultural Management & Property**



Bob Simpson  
 robert.simpson@lincoln.ac.nz  
 Room O04

**Agricultural Management**



Paul McKeown  
 paul.mckeown@lincoln.ac.nz  
 Room C013

**Economics**



Nicos Tesco  
[Nicos.tescos@lincoln.ac.nz](mailto:Nicos.tescos@lincoln.ac.nz)  
 Room C008

**Maths & Statistics**

There is no Tutor Coordinator for Business Management and Marketing. Therefore you should contact the relevant lecturer:

<b>Business Management</b>	Semester 1	Dr Tony Brien ( <a href="mailto:Anthony.Brien@lincoln.ac.nz">Anthony.Brien@lincoln.ac.nz</a> ), Room C212
	Semester 2	Dr Tony Brien
<b>Marketing</b>	Semester 1	Eldrede Kahiya ( <a href="mailto:Kahiya.Eldrede@lincoln.ac.nz">Kahiya.Eldrede@lincoln.ac.nz</a> )
	Semester 2	Dr Valerie Manna ( <a href="mailto:Valerie.Manna@lincoln.ac.nz">Valerie.Manna@lincoln.ac.nz</a> ), Room C222

## Postgraduate Theses Submitted 2011

Student	Supervisors	Topic
<b>Accounting</b>		
Alzadjali, Mahir Khamis PhD	Chris Wright Murray Clark Jack Radford	The nature, causes and consequences of corruption and its mitigation.
Darun, Ridzuan Mohammad PhD	Jamal Roudaki Jack Radford	The determinants of working capital management practices: A Malaysian perspective.
Srimai, Suwit PhD	Chris Wright Jack Radford	Nature, causes and consequences of convergence in performance management systems.
Wu, Yonghua (Julia) PhD	Sidney Weil Ahsan Habib	Audit committee effectiveness from the perspectives of audit committee members of New Zealand listed companies.
Yan, Xu (Kevin) MCM(T)	Tracy-Anne De Silva Jack Radford	The relationship between carbon accounting systems and organisational learning.
Peng, Kun MCM(T)	Greg Liyanarachchi Tracy-Anne De Silva	A comparison of New Zealand and Chinese accounting students.
Harris, Ben BCom(Hons)	Jack Radford	Organisational resilience in small-medium enterprises.
Stratford, Michelle BCom(Hons)	Tracy-Anne De Silva	Examining the progress of intellectual capital disclosures in New Zealand.
<b>Agricultural Management, Agribusiness, International Rural Development</b>		
De Aragao Pereira, Mariana PhD	Keith Woodford Peter Nuthall John Fairweather	Understanding adoption and non-adoption of technology: A case study of innovative beef farmers from Mato Grosso do Sul State, Brazil.
Vixathep, Kongchay MAppSc(T)	Rupert Tipples Nazmun Ratna	Women participation in community development projects: The case of Khmu women in Laos.
Gibson, Robert MAppSc(E)	Guy Trafford Keith Woodford	Long-run relationships between agricultural land values and key economic indicators
Smith, Daniel MAppSc(E)	Marv Pangborn	Eco-N adoption patterns and strategies of South Island dairy farmers.
Kidd, Robert MAppSc(E)	Guy Trafford Nic Lees	How can New Zealand producers increase the level of fine wool production?
Sinclair, Erin BAGSc(Hons)	Keith Woodford	System 5 profitability and key drivers: Case studies of Canterbury System 5 dairy farms

<b>Business Management</b>		
Aliandrina, Dessy PhD	Clive Smallman Gary Steel	Organisational factors in Indonesian aircraft accidents.
Guo, Liang PhD	Clive Smallman Jack Radford	The moderating impact of directors' demographic characteristics on the relationship between corporate governance and financial performance in China's listed companies.
Acosta Galaz, Karina Paz MCM(T)	Rick Fraser Clive Smallman	An evaluation of Chilean dairy farmer's perception of their voice in the governance of the Chilean dairy industry with particular regard to the New Zealand dairying presence in Chile.
Ngo, Thi Quynh Nga MCM(T)	Jeff Heyl Clive Smallman	The relationship between Lean Six Sigma and organisational performance: An empirical investigation.
Owusu-Bempah, Justice PhD	Ramzi Addison John Fairweather	The universality and specificity of authentic leadership: A qualitative study of leaders' and followers' perceptions of authentic leadership in Ghana and New Zealand.
Jay, Clare MPropStud	Tony Brien	The role of guest amenities in Wellington hotels: Perspectives from guests and managers.
Te Puke, Karen MProfStud	Ramzi Addison	Work engagement of older academic staff.
<b>Economics</b>		
Alom, Md Fardous PhD	Bert Ward Baiding Hu	Essays on the volatility and spillover of oil and food price shocks.
Khanal, Bhoj PhD	Christopher Gan Susanne Becken	An economic analysis of the Lao PDR tourism industry.
Rai, Chandra Bahadur PhD	Hugh Bigsby Ian MacDonald	Analysis of timber production and institutional barriers: a case of community forestry in the Terai and Inner-Terai regions of Nepal.
Sriwaranun, Yaowarat PhD	Christopher Gan Minsoo Lee	An empirical analysis of consumers' purchasing behaviour towards organic products in Thailand.
Yadav, Bhagwan PhD	Hugh Bigsby Ian MacDonald	Effects of social and institutional structures on decision making and benefit distribution of community forestry in Nepal.
Yang, Yuwen (Ann) PhD	Ross Cullen Ian MacDonald	Empirically evaluating ITQ-based self-governance in New Zealand fisheries management.
Welsch, Johannes MNARMEE	Hugh Bigsby	Perception and attitudes of landowners toward re-establishing native vegetation on private land.

Aitken, Tim MProfStud	Ross Cullen	Price, costs and income trends for New Zealand pastoral farms.
<b>Finance</b>		
Aditto, Satit PhD	Christopher Gan Gerry Nartea	Risk analysis of smallholder farmers in Central and North-East Thailand.
Mokhtar, Suraya Hanim PhD	Gerry Nartea Christopher Gan	Microfinance performance in Malaysia.
Sun, Shuzhang PhD	Christopher Gan Baiding Hu	Identifying the monetary policy transmission mechanism and evaluating the McCallum Rule as a monetary policy guideline for China.
Wu, Ji (George) PhD	Gerry Nartea Christopher Gan	An investigation on the volatility effect and the behavioural effect: Evidence from the Hong Kong stock market.
Dou, Ling Ling MCM(T)	Christopher Gan Baiding Hu Gerry Nartea	Duration dependence test of rational speculative bubbles: A case study of Hong Kong stock market.
Gao, Xia MCM(T)	Christopher Gan Baiding Hu	Accessibility of housing loans on home ownership in China.
Han Yingli MCM(T)	Christopher Gan Baiding Hu	Hong Kong capital flight: Determinants and features.
Hu, Bo (Harry) MCM(T)	Gerry Nartea Baiding Hu	Are Asian stock markets characterised by rational speculative bubbles?
Xu, Ji Yun MCM(T)	Christopher Gan Baiding Hu	An empirical analysis of China's big four State-owned banks' performance: A data envelopment analysis.
Zeng, Yi MCM(T)	Gerry Nartea Zhaohua Li Bert Ward	Stock as lotteries: Can extreme positive returns predict future stock returns? Evidence from Hong Kong Stock Market.
Mohd Noar, Nurul Fatimah BCom(Hons)	Gerry Nartea	Winner-loser long-term reversal in China stock market.
<b>Marketing</b>		
Abdul Hamid, Suriani PhD	David Cohen Valerie Manna	Consumer socialisation of over-the-counter medicines: a study of adolescents in New Zealand and Malaysia.
Suhartanto, Dwi PhD	David Dean Tony Brien Mike Clemes	An examination of brand loyalty in the Indonesian hotel industry.
Du, Junhua (Vivian) MCM(T)	Mike Clemes Christopher Gan	An empirical analysis of internet banking adoption in New Zealand.
Wang, Yang MCM(T)	Mike Clemes David Cohen	University student satisfaction in Shijiazhuang, China: An empirical analysis.

Zhang, Junli (Helen) MCM(T)	Mike Clemes Christopher Gan	An empirical analysis of online shopping adoption in China.
Sanders, Ben MProfStud	Charley Lamb	Market potential for thermally modified timber.
Southward, Tim MProfStud	Charley Lamb	The NZ Pip Fruit Industry. By considering the pip fruit industry's past under a legislated cooperative and its current deregulated fragmented structurally what business model does the industry envisage as appropriate for its future.
Robertson, Lynne BCom(Hons)	Charley Lamb	A need for online distribution: A case study of MapWorld Ltd.
Yan, Jiani BCom(Hons)	Valerie Manna	Fonterra in the San Lu scandal crisis: A case study of a NZ company in a product-harm crisis.
<b>Property Studies</b>		
Yassin, Azlina PhD	Sandy Bond John McDonagh	Developing guidelines for riverfront development for Malaysia.
Perrett, Guy MPropStud	Sandy Bond	The key drivers and barriers to the sustainable development of commercial property in New Zealand.



Thesis students at work in the Old Printery.

From top left:

Sally Peel (MCom(Ag), Rachel Grout (MCM), Italo Mencarini Voisier (MAGSc), Muhammad Cheema (PhD), Ananda Hussein and Ahmad Tuan Ismail (PhDs)

## Postgraduate Theses in Progress

Student	Supervisors	Topic
<b>Accounting</b>		
Mohamed Sadique, Raziah PhD	Jamal Roudaki Murray Clark	Corporate fraud: An empirical analysis of corporate governance and earnings management in Malaysia.
Perera, Raigama Arachchige Ahesha	Tracy-Anne De Silva Murray Clark	An empirical study of the impact of human resources accounting information on corporate investor's decisions.
Wan Abdullah, Wan Razazila PhD	Jamal Roudaki Murray Clark	Determinants of earnings management in Shariah approved companies in Malaysia.
Alfeld, Janine MCM(T)	Tracy-Anne De Silva Jack Radford	The relationship between dairy farmers and professional accountants.
Li, Yuanyuan MCM(T)	Jamal Roudaki Christopher Gan	The Impact of time budget pressure and personality type on incidence of auditor dysfunctional behaviour.
<b>Agricultural Management, Agribusiness, International Rural Development</b>		
Bhattarai, Salil PhD	Sandra Martin Mike Lyne	Economics of reducing emissions from deforestation and forest degradation in the Terai Arc landscape of Nepal.
Hoang, Trieu Huy PhD	Mike Lyne Nazmun Ratna Peter Nuthall	Low farm incomes and the rental market for cropland in Vietnam.
Khanal, Mahendra PhD	Sandra Martin Mark Wilson	Information structure in chain coordination: how does it relate to vertical and horizontal coordination in vegetable supply chains in Nepal?
Le, Thi Cam Van PhD	Mike Lyne Nazmun Ratna Peter Nuthall	Constraints to an efficient rental market for farmland in Vietnam.
Lees, Nic PhD	Peter Nuthall Mark Wilson	A complex network approach to the development of supply chain partnerships.
Nguyen, Chi Trung PhD	Sandra Martin Jeff Heyl Peter Nuthall	A comparative study of the adoption of quality assurance systems by dairy processing firms in Vietnam.
Pangborn, Marvin PhD	Keith Woodford Peter Nuthall	Innovation and growth in the Canterbury dairy industry.
Trafford, Guy PhD	Keith Woodford Mike Lyne	What impact does a price of carbon have on East Coast pastoral sheep and beef systems.

Trafford, Suzanne PhD	Rupert Tipples Paul Dalziel	Today's portrayal, yesterday's image? The targeting and portrayal of older people and ageing in New Zealand magazine advertising.
Truong, Chi Hieu PhD	Keith Woodford Mike Lyne	Evolution of business system for aquaculture products in TT-H Province, Vietnam since the Economic Reform (Doi Moi).
Wambrauw, Ludia PhD	Sandra Martin Ramzi Addison	The study of indigenous entrepreneurship of Papuan women in informal agricultural sector.
Kewa, John MCM(T)	Sandra Martin David Cohen Gillis Maclean	Supplying customer requirements in the fresh produce agribusiness value chain in the Highlands of Papua New Guinea.
Klaassen, Peter MCom(Ag)	Guy Trafford Keith Woodford	Lamb production strategies and the impact on the efficiency of the sheep flock.
Tavoa, Dorothy MAppSc(T)	Guy Trafford Rob McFarlane	An institutional analysis of small holder beef markets in the Solomon Islands.
<b>Business Management</b>		
Ahmed, Hafsa PhD	Misha Balzarova David Cohen	An appraisal of the evolutionary change theory based on the study of the New Zealand electricity industry.
Anuar, Nadiah PhD	Tony Brien Joanna Fountain	The factors influencing young international leisure travellers' commercial accommodation purchase decisions: A comparative study of Malaysian and New Zealand inbound tourists.
Haropoulou, Mary PhD	Misha Balzarova David Dean	Organizational decision-making and strategic product creation in the context of business sustainability: Theoretical synthesis and empirical findings.
Kaur, Navdeep PhD	Ramzi Addison Jack Radford	A behaviourally-plausible, decision centred perspective on the role of corporate governance in corporate failures.
Mustafa, Mazlina PhD	Neil Ritson David Cohen	A cultural comparison study of two cultures - Malaysia and New Zealand on performance management issues.
Sukhdarshan Singh, Parveen PhD	Ramzi Addison Rick Fraser	Human resource management and skilled employee retention: evidence from ICT companies in Malaysia.
Fallatah, Haifa MCM(T)	Ramzi Addison David Dean	Women entrepreneurs in Saudi Arabia: investigation strategies used by successful Saudi women entrepreneurs.
Fivet, Michel MCM(T)	Rick Fraser David Cohen	A comparison of job satisfaction between academic and non-academic university staff in New Zealand.

Kearney, Clare MProfStud	Ramzi Addison	Like parsley on fish: A qualitative research approach to corporate governance.
<b>Economics</b>		
Bhatta, Arun Prakash PhD	Hugh Bigsby Ross Cullen	Contribution of forest related programs in the provision of Ecosystem Services (ES) in New Zealand.
Gurung, Mohan PhD	Hugh Bigsby Ross Cullen	Assessing economics of reducing emission from deforestation and forest degradation (REDD+) in Terai Arc landscape of Nepal.
Hasagama, Michael PhD	Hugh Bigsby Ramzi Addison	The performance of forestry-based landowner companies in Papua New Guinea.
Liew, Chiew Ing (Samantha) PhD	Hugh Bigsby Bob Gidlow	Social impacts of developments in developing countries: A case study of Sarawak, Malaysia.
Liu, Qing (David) PhD	Paul Dalziel Caroline Saunders	The assessment of regional agricultural competitiveness in rural China: A case study of Hebei Province.
Mahaphan, Krittin PhD	Baiding Hu Gillis Maclean	Fiscal policy and macroeconomic variables: The case of Thailand.
Miller, Sini PhD	Caroline Saunders Peter Tait	Discreet choice modelling applied to the water question.
Msiska, Kenneth PhD	Hugh Bigsby Sue Worner Ruth Frampton	Protecting Zambia's potential to export plants and plant products from damaging pest introductions.
Nguyen, Lan Nghia PhD	Hugh Bigsby Crile Doscher	Land use change and potential impacts on environmental outcomes in Lam Dong Province.
Sulaiman, Masturah PhD	Hugh Bigsby Patrick Aldwell	Measuring sustainability in forest management at the Forest Management Unite level in Sabah, Malaysia.
Suriya, Patcharee (Pat) PhD	Christopher Gan Baiding Hu	The impacts of free trade agreements on Thailand's dairy products.
Chen, Dong (Ryan) MCM(T)	Christopher Gan Baiding Hu Zhaohua Li	An empirical analysis of house price bubble: A case study in Beijing housing market.
Garcia Barrios, Giovanni Fernando MAppSc(T)	Hugh Bigsby Geoff Kerr	Small owners and environmental sustainability in Guatemala: The potential of the carbon banking approach.
Lin, Ying Jie MCM(T)	Baiding Hu Paul Dalziel	The effects of monetary policy shocks on New Zealand's exchange rate.

<b>Finance</b>		
Adjei-Frimpong, Kofi PhD	Christopher Gan Baiding Hu	Efficiency and competition in the banking industry: Empirical evidence from Ghana.
Chee, Wei Yen PhD	Christopher Gan Gerry Nartea	An empirical analysis of idiosyncratic volatility and extreme returns in the Japanese stock market.
Cheema, Muhammad Ahmad PhD	Gerry Nartea Zhaohua Li	Momentum return, credit rating and information uncertainty.
Lu, Ying Fang PhD	Christopher Gan Baiding Hu	Determinants of foreign-owned banks' efficiency in New Zealand.
Phan, Dinh Khoi PhD	Christopher Gan Gerry Nartea	Empirical analysis of accessibility and impact evaluation of microcredit: A case of rural credit market in the Mekong River Delta of Vietnam.
Ramli, Nur Ainna PhD	Gerry Nartea Bert Ward	The determinants of capital structure from an emerging market.
Chen, Dawei (David) MCM(T)	Christopher Gan Baiding Hu	An empirical study of equity mutual funds performance and performance persistence in China.
Liu, Ying (Sammi) MCM(T)	Christopher Gan Baiding Hu	An empirical analysis of New Zealand's bank performance.
Lu, Xiaofei (Fay) MCM(T)	Christopher Gan Gerry Nartea	Prepayment behaviour of New Zealand mortgagors.
Peng, Yongfeng MCM(T)	Christopher Gan Baiding Hu	Economy impacted by Christchurch earthquake.
<b>Marketing</b>		
Abu Bakar, Juhaida PhD	Mike Cledes	Behavioural intentions in the Malaysian retail banking industry: An empirical analysis.
Channoi, Rachata PhD	Mike Cledes David Dean	Customer loyalty in the Thai Resort: An empirical analysis.
Hussein, Ananda Sabil PhD	Valerie Manna David Cohen	Message framing, source credibility and behavioural intention: An Empirical investigation of exclusive breastfeeding in Indonesia.
Jesso, Trent PhD	Mark Wilson Jack Radford	Organisational change and performance measurement: utilising a dynamic motor theory model to analyse firm behaviour during a period of change.

Kahiya, Eldrede Tinashe PhD	David Dean Jeff Heyl	Fact or figment of imagination: an exploratory study on the drivers and theoretical underpinnings of perceived export barriers for New Zealand.
Mohi@Mohyi, Zurinawati PhD	Mike Clemes Baiding Hu	Analysis of restaurant patrons' experience in Malaysia: A comprehensive hierarchical modelling approach.
Morton, Lisa PhD	David Cohen Alison Kuiper	A stakeholder theory perspective on University education in New Zealand.
Muslim, Noor Awanis PhD	David Dean David Cohen	The impact of job characteristics on employees' attitudes in job application decision making process: PLS on multiple group comparisons.
Rashid, Sabrina Mohd PhD	Kamal Ghose David Cohen	Exploring and understanding the relationship between brand identity building and internal organizational cultural in the food and beverage industry.
Tuan Ismail, Tuan Ahmad PhD	Kamal Ghose Tony Brien	The relationship between dining experience and hotel brand of 5, 4 and 3 star rated hotels in Malaysia.
Grout, Rachel MCM(T)	Valerie Manna Misha Balzarova	Product design: Developing a system to strengthen and facilitate relationships between NZ supermarkets and food banks.
Thompson, David MCM(T)	Sharon Forbes David Cohen	Consumer attitudes towards sustainability and sustainable business: An exploratory study of New Zealand consumers.
Kessler, Tony MProfStud	Kamal Ghose	Evaluating operational procedures leading to enhanced customer service: a training provider perspective.
Moroney, Moira MProfStud	Mark Wilson	A descriptive analysis of the distribution channels used by NZ manufacturing exporters of non-food products to the USA.
<b>Property</b>		
Jefferies, Rodney PhD	Sandy Bond Amal Sanyal Gary Garner	All Risks Real Yield (ARRY) property investment valuation model.
Simpson, Jane PhD	Sandy Bond Graham Newell Jack Radford	The decision to invest in listed property trusts on the NZX: Understanding the jigsaws and seesaws of the decision making process.

## Potential Thesis Research Topics

Name and Position	Thesis research topics staff are willing to supervise
<b>Accounting</b>	
Murray Clark Senior Lecturer in Accounting	<ul style="list-style-type: none"> <li>• Accounting education</li> <li>• Financial reporting</li> </ul>
Tracy-Anne De Silva Senior Lecturer in Accounting	<ul style="list-style-type: none"> <li>• Environmental reporting</li> <li>• Environmental management accounting</li> <li>• Corporate reporting decisions</li> <li>• Behavioural implications</li> </ul>
Jack Radford Senior Lecturer in Accounting	<ul style="list-style-type: none"> <li>• Strategic management accounting</li> <li>• Performance measurement and SME's</li> <li>• SME transition processes</li> <li>• Succession planning and management for SME's and farming enterprises</li> </ul>
Jamal Roudaki Senior Lecturer in Accounting	<ul style="list-style-type: none"> <li>• International Accounting standards</li> <li>• Entrepreneurial accounting competencies</li> <li>• Accounting education</li> </ul>
Sidney Weil Associate Professor in Accounting	<ul style="list-style-type: none"> <li>• Accounting education, especially pedagogical issues</li> <li>• Financial reporting issues</li> <li>• Computer-aided learning</li> </ul>
<b>Agricultural Management, Agribusiness and International Rural Development</b>	
Bruce Greig Lecturer in Agricultural Management and Agribusiness	<ul style="list-style-type: none"> <li>• Management and economic drivers of efficient dairy farm systems</li> <li>• The international competitiveness of the NZ dairy industry</li> <li>• Benchmarking international and local dairy systems</li> </ul>
Nic Lees Senior Lecturer in Agricultural Management	<ul style="list-style-type: none"> <li>• Competitive advantage within global agribusiness systems and value chains</li> </ul>
Sharon Lucock Lecturer in Agribusiness Management	<ul style="list-style-type: none"> <li>• Cultural influences on the functionality of agribusiness value chains</li> </ul>
Michael Lyne Associate Professor in International Rural Development	<ul style="list-style-type: none"> <li>• Linking small producers to supply chains</li> <li>• Management of common pool resources</li> <li>• Land tenure and land markets</li> <li>• Rural finance and credit markets</li> <li>• Rural institutions and institutional change</li> <li>• Food security and poverty reduction</li> </ul>

Sandra Martin Associate Professor in Agribusiness and Development	Not available for new supervision in 2012.
Kevin Old Senior Lecturer in Farm Management Research	<ul style="list-style-type: none"> <li>• Analysis of the management of large farm enterprises</li> <li>• Qualitative research into farm management decision making</li> <li>• Governance of dairy co-operatives</li> </ul>
Marv Pangborn Lecturer in Agricultural Management	<ul style="list-style-type: none"> <li>• An analysis of dairy farm wintering systems</li> <li>• A case study of dairy farmer financial monitoring</li> <li>• Optimisation of dairy support farms</li> </ul>
Majeed Safa Lecturer in Agricultural Engineering	<ul style="list-style-type: none"> <li>• Agricultural engineering</li> <li>• Energy and sustainability</li> <li>• Modelling</li> </ul>
Richard Stevens Senior Lecturer in Horticultural Management, Head of Agricultural Management & Property Studies Department	Any topic that fits with Richard's broad area of research interests listed under Commerce Staff Research Interests section.
Rupert Tipples Senior Lecturer in Employment Relations	<ul style="list-style-type: none"> <li>• Employment Relations</li> <li>• Psychological contracts</li> <li>• Primary industry histories</li> <li>• Primary sector labour markets and supply problems</li> <li>• People management</li> <li>• Rural small business</li> <li>• Work contests - Skills, learning and motivation</li> </ul>
Guy Trafford Lecturer in Farm Management and Agribusiness	<ul style="list-style-type: none"> <li>• Farm systems studies particularly sheep and beef but not solely</li> </ul>
Victoria Westbrooke Lecturer in Farm Management and Agribusiness	<ul style="list-style-type: none"> <li>• Links between farm production system and product sensory qualities, especially dairy products.</li> <li>• The balance between capital investment, profitability complexity of system and "time" on farm.</li> <li>• Intergrating new technology profitability into farming systems.</li> </ul>
Keith Woodford Professor of Agricultural Management and Agribusiness	Not available for further new supervisions in 2012.
<b>Business Management</b>	
Ramzi Addison Senior Lecturer in Business Management	<ul style="list-style-type: none"> <li>• Cross cultural management</li> <li>• The management of change</li> </ul>

<p>Misha Balzarova Senior Lecturer in Business Management</p>	<ul style="list-style-type: none"> <li>• Management systems' standardization</li> <li>• Multiple stakeholder standards development</li> <li>• Credibility of management standards</li> <li>• Environmental and quality management systems implementation</li> <li>• Assessment of organisational culture</li> <li>• Assessment of environmental attitudes and behaviours</li> </ul>
<p>Anthony Brien Senior Lecturer in Business and Hotel Management</p>	<ul style="list-style-type: none"> <li>• Service and tourism industry organisational leadership</li> <li>• Social capital, human resource development/ organisational management and organisational behaviour in service and tourism organisations, with particular interest in the international tourism/hotel/ hospitality industry.</li> </ul>
<p>Greg Clydesdale Senior Lecturer in Business Management</p>	<ul style="list-style-type: none"> <li>• Products as a source of worker motivation.</li> <li>• Using business knowledge to solve psychological depression stemming from bankruptcy.</li> <li>• The link between human nature and economic growth (perhaps with relevance to Maori).</li> </ul>
<p>Rick Fraser Senior Lecturer in Business Management</p>	<ul style="list-style-type: none"> <li>• Individuals satisfaction with career choices</li> <li>• Limitations in strategic management</li> <li>• The management of SME' for success</li> </ul>
<p>Jeff Heyl Senior Lecturer in Operations Management</p>	<ul style="list-style-type: none"> <li>• The deployment and assessment of Lean systems and practices in the New Zealand context.</li> <li>• The structure and assessment of quality management systems.</li> <li>• The structure and effectiveness of supply chain management systems, especially as they involve procurement and materials management.</li> <li>• Ethical practices in procurement.</li> </ul>
<p>Neil Ritson Senior Lecturer in Business Management</p>	<ul style="list-style-type: none"> <li>• Strategic management, especially in MNCs</li> <li>• Location and country of origin effects of MNCs</li> <li>• 'Downstream' oil and chemicals: refining, distribution and retailing</li> <li>• Oil majors' global strategies</li> <li>• Historical/ longitudinal studies of oil majors</li> </ul>
<p>Miles Trent Lecturer in Business Management</p>	<ul style="list-style-type: none"> <li>• Business-to-consumer (B2C) e-commerce.</li> </ul>

<b>Economics</b>	
Hugh Bigsby Associate Professor in Forest Economics	<ul style="list-style-type: none"> <li>• Economic aspects of biosecurity and management of invasive species.</li> <li>• Environmental certification and marketing.</li> <li>• Forest and resource valuation.</li> <li>• Carbon sequestration.</li> <li>• Community forestry</li> <li>• Tropical forest management</li> </ul>
Katie Bicknell Senior Lecturer in Economics	<ul style="list-style-type: none"> <li>• Antitrust implications of government policy.</li> </ul>
Ross Cullen Professor of Resource Economics	<ul style="list-style-type: none"> <li>• Ecosystem services and land and water projects</li> <li>• Economic analysis of nature conservation issues</li> <li>• Rentals for use of water and other resources</li> <li>• Economic analysis of weeds and pests</li> <li>• Perceptions of the state of the environment</li> </ul>
Baiding Hu Senior Lecturer in Economics	<ul style="list-style-type: none"> <li>• Productivity and efficiency estimation</li> <li>• Energy economics</li> <li>• Chinese economy</li> <li>• Applied econometrics</li> </ul>
Ian MacDonald Senior Lecturer in Economics	<ul style="list-style-type: none"> <li>• Vertical integration in the wine industry and the hold-up problem</li> <li>• The economics of spam and other communication networks</li> <li>• Topics in applied microeconomics and game theory</li> </ul>
Gillis MacLean Lecturer in Economics	<ul style="list-style-type: none"> <li>• Poverty issues</li> <li>• International trade</li> <li>• Economic methodology</li> <li>• History of economic thought</li> </ul>
Nazmun Ratna Lecturer in Economics	<ul style="list-style-type: none"> <li>• Economics of diversity and immigration</li> <li>• Economic impact of social capital</li> <li>• Exploring socioeconomics with agent-based modelling (ABM)</li> <li>• Policy economics on immigration, diversity, and social capital</li> </ul>
Amal Sanyal Associate Professor in Economics	<ul style="list-style-type: none"> <li>• Macroeconomics: theory and countries</li> <li>• Economics of corruption</li> <li>• Political economy and development</li> <li>• Applied microeconomics and game theory topics</li> </ul>
Bert Ward Adjunct Advisor in Economics	<ul style="list-style-type: none"> <li>• Nonlinear econometric modelling of financial markets in China</li> <li>• Modelling monetary sector of Pacific Island countries</li> <li>• Econometric evaluation of public policy proposals</li> </ul>

<b>Finance</b>	
Christopher Gan Associate Professor in Economics/Finance, Director LUCID	<ul style="list-style-type: none"> <li>• International trade</li> <li>• Development economics</li> <li>• Asian economics</li> <li>• Banking and microfinance</li> <li>• Chinese stock markets</li> </ul>
Zhaohua Li Lecturer in Finance	<ul style="list-style-type: none"> <li>• Corporate governance and banking</li> <li>• Financial market</li> </ul>
Gerry Nartea Senior Lecturer in Finance	<ul style="list-style-type: none"> <li>• Idiosyncratic volatility and asset pricing</li> <li>• Empirical regularities (anomalies) in financial markets</li> <li>• Role of microfinance in developing economies</li> </ul>
Cuong Nguyen Lecturer in Finance	<ul style="list-style-type: none"> <li>• Empirical Finance</li> <li>• Hedge Funds and Behavioral Finance</li> </ul>
Stanley Paulo Senior Lecturer in Finance	<ul style="list-style-type: none"> <li>• Interface of corporate finance with the UK Companies Act of 2006 and the Sarbanes-Oxley of 2002</li> <li>• Investment valuation and pricing and the UK Companies Act of 2006 and the Sarbanes-Oxley of 2002</li> </ul>
<b>Marketing</b>	
David A. Cohen Senior Lecturer in Marketing	<ul style="list-style-type: none"> <li>• Advertising of Rx and OTC pharmaceuticals</li> <li>• Ethics of marketing practices</li> <li>• Product design and purchase decisions</li> <li>• Country-of-origin effects for foods</li> <li>• Tradition-based consumption (kosher, al-halal...)</li> </ul>
Mike Clemes Senior Lecturer in Marketing	<ul style="list-style-type: none"> <li>• Underlying dimensions of service quality.</li> <li>• Linkage between service quality , customer satisfaction and customer retention</li> <li>• Internal marketing programmes.</li> <li>• Measuring service quality, customer satisfaction and behavioural intentions</li> <li>• Evaluating the services marketing mix variables</li> <li>• Quantitative assessment of service quality models</li> <li>• Evaluating service recovery programmes</li> <li>• Consumer behaviour in services</li> </ul>
David Dean Senior Lecturer in Marketing	<ul style="list-style-type: none"> <li>• Export performance measurement of New Zealand firms: an investigation into the New Zealand/overseas buyer/supplier relationship.</li> <li>• Why are they importing our products?: An investigation into the motivation to initiate and continue importing NZ products.</li> <li>• Why more NZ firms do not expand their exports? An investigation into motivations and barriers to export.</li> </ul>

Sharon Forbes Lecturer in Marketing	<ul style="list-style-type: none"> <li>• Consumer behaviour (particularly wine/food related)</li> <li>• Country of origin</li> <li>• Usage situation</li> <li>• Agribusiness supply chains</li> <li>• Consumer perceptions regarding sustainable / organic / biodynamic production methods</li> </ul>
Kamal Ghose Senior Lecturer in Marketing	<ul style="list-style-type: none"> <li>• Brand management – internal and external.</li> <li>• Branding of services.</li> <li>• Destination, tourism, education branding.</li> <li>• Marketing communication.</li> <li>• Branding across cultures.</li> </ul>
Valerie Manna Senior Lecturer in Marketing	<ul style="list-style-type: none"> <li>• Marketing of healthcare-related services and goods</li> <li>• Social marketing</li> <li>• Marketing ethics</li> </ul>
Mark Wilson Senior Lecturer in Marketing/ Supply Chain Management	<ul style="list-style-type: none"> <li>• Supply chain management strategy and structures, forms of supply chain organisation and networks.</li> <li>• The application of postponement and speculation strategies to industry, lean and agile supply chains for optimisation.</li> <li>• Inter-firm supply chain relationships and the impact of supply chain behaviours on performance.</li> <li>• The application of technology to supply chain and logistics management.</li> </ul>
<b>Property Studies</b>	
Sandy Bond Professor of Property Studies	<ul style="list-style-type: none"> <li>• Valuing "green" buildings</li> <li>• Proximity impacts from mobile phone towers, high voltage transmission lines, and wind turbines on property values</li> <li>• Environmentally sustainable building</li> <li>• Contaminated land valuation</li> </ul>
Gary Garner Lecturer in Property Studies	<ul style="list-style-type: none"> <li>• Housing Affordability</li> <li>• Impact of forestry and non-rural enterprises on good quality agricultural land</li> <li>• Displacement of industries and industry change in rural areas</li> <li>• Propensity of rural exodus (population demographics)</li> <li>• Rural valuation practice and methodologies</li> </ul>
John McDonagh Associate Professor in Property Studies	<ul style="list-style-type: none"> <li>• Corporate real estate asset management</li> <li>• Strategic property management planning</li> <li>• sustainable property management</li> <li>• green buildings</li> </ul>
Brent Nahkies Senior Lecturer in Property Studies	<ul style="list-style-type: none"> <li>• Sustainable development</li> <li>• Heritage management and incentives</li> <li>• Building retrofitting</li> <li>• Adaptive re-use of buildings</li> </ul>

<b>Agribusiness and Economics Research Unit (AERU)</b>	
Paul Dalziel Professor of Economics	<ul style="list-style-type: none"> <li>• How do regional partnerships contribute to economic development?</li> <li>• Economic approaches to understanding cultural and social capital.</li> <li>• Applying the Stiglitz-Sen-Fitoussi Report to measuring economic progress in New Zealand.</li> <li>• Measuring the value of sport and recreation to participants and spectators.</li> <li>• Measuring and evaluating skills in a regional labour force.</li> </ul>
John Fairweather Principal Research Sociologist	<ul style="list-style-type: none"> <li>• Rural or agricultural sociology</li> <li>• Farm structure change and rural demographic change</li> <li>• Land use change and socio-economic consequences</li> <li>• Farmer decision making, innovation, management styles</li> <li>• Technology user's innovation, innovation policy, invention, commercialisation.</li> <li>• Hybrid research methods, e.g., Q methodology, ethnographic decision tree modelling, qualitative comparative methods (QCA), and consensus analysis.</li> </ul>
Lesley Hunt Research Officer	<ul style="list-style-type: none"> <li>• Sociology of work and change</li> <li>• Rural sociology</li> <li>• Identity and making meaning</li> </ul>
Caroline Saunders Professor in Trade and Environmental Economics	<ul style="list-style-type: none"> <li>• Evaluating the link between social, cultural, economic and the environmental development.</li> <li>• Optimum use of NZ resources to improve well-being of New Zealanders.</li> <li>• Economic development including development of new technologies.</li> <li>• Modelling linkages between trade and the environment.</li> <li>• Modelling costs and benefits of alternative production types to NZ trade.</li> <li>• Economic evaluation of regional development.</li> <li>• Analysis of European policy on NZ trade.</li> </ul>

# Graduate Employment

## What can you do with a Postgraduate degree in Commerce?

Students who complete their Commerce postgraduate programme have a wide range of options available to them. In recent years graduates have readily found employment in New Zealand or in their home country.

Some examples of the employment these students have found include:

- Management Trainee Marketing, Bank of New Zealand
- Analyst, Ministry of Commerce
- Senior Analyst, Statistics New Zealand
- University lecturers: University of Canterbury, Lincoln University, Auckland University, University of Queensland, Napier University (Edinburgh), Monash University
- Senior Financial Analyst in Indonesia
- Management Consultant, A T Kearney, Sydney
- Policy Analyst for New Zealand Treasury
- Research Director for International Market Research firm, Singapore
- Senior Government Adviser, Belize
- Marketing administrator, ENZA
- Research Assistant, Pyne Gould Guinness
- Management Trainees: Tait Electronics Ltd and Singapore Airlines
- Export Sea Freight Manager, Air Express International
- Distribution Coordinator, Solid Energy NZ Ltd
- Project Coordinator, Lumber Logistics, Rotorua
- Economic Analyst, Investment Company
- Research Analyst, Strategic Development, NZ Trade Development Board
- Marketing Manager, Speights, New Zealand
- Trade Strategist, Fonterra Co-operative Group Ltd, Auckland
- Lecturer, Faculty of Business, Sohar University, Sohar, Sultanate of Oman
- Director of National Statistics Office, Ministry of Finance, Kiribati
- Planning Officer, Agricultural Credit Policy Council (an agency of the Department of Agriculture, The Philippines)
- Account Manager, Overseas Department, Chenbro Micom Co., Ltd, Taiwan
- Associate Professor, Kasetsart University, Faculty of Economics, , Thailand
- Lecturer, Mahasarakham University, Faculty of Accounting and Management, Thailand
- Assistant Professor, Economics and Finance, School of Business, Independent University, Bangladesh
- Fund Manager, ING, Malaysia
- Lecturer in Marketing, New Zealand College of Business, Christchurch

## Postgraduate Subjects Offered in 2012

<b>SEMESTER 1</b>			
<b>RESEARCH METHODS</b>			
ECON 615	Applied Research Methods	<i>By signing up for this course, you have accepted the responsibility of being an active learner and of participating in the classroom discussion. Most importantly, students are expected to be committed to learning the subject matter. If you are NOT open to new ideas, or are not committed, expect your grade to reflect this.</i>	C Gan
QMET 615	Business Statistics	<i>This is a postgraduate course on statistical data analysis and econometric modelling. Students are expected to have done at least one statistics course before. The lectures will begin with a review of basic probability and statistical concepts. Then, focus will be on formulating statistical models that can be tested using data with regard to the validity of the model and the consistence of established economic theory with the real world. In doing so, relevant statistical estimation and hypothesis testing techniques will be introduced. The goal of this course is to provide students with a good understanding of the theoretical issues underlying the analytical methods employed, as well as providing guidance for the correct application of these methods in the empirical analysis.</i>	B Hu
<b>ACCOUNTING</b>			
ACCT 605	Contemporary Issues in Financial Accounting	<i>ACCT 605 addresses contemporary issues in the financial accounting area so students should have a thorough understanding of financial accounting theory and practice from their undergraduate studies. The ability to think critically and to communicate effectively by written and verbal means is necessary. An awareness of professional accounting practice would be an advantage.</i>	J Roudaki

<b>AGRIBUSINESS</b>			
MGMT 601	Advanced Topics in Agricultural Investment	<i>Students need to have a strong interest in and some understanding of agricultural principles along with at least a basic understanding of how to use EXCEL. This paper requires students to show an ability of analysis and accuracy with data. An understanding of Discounted Cash Flows and NPV/IRR would assist students.</i>	G Garner
MGMT 602	Advanced Topics in Farm Business Management	<i>The course focuses on contemporary research on innovation as it relates to farm management systems. Students will need knowledge of developed-world farm management principles.</i>	K Old
MGMT 611	Management Research Methods	<i>The only pre-requisite is to have an acceptable first degree.</i>	R Tipples
MGMT 640	Advanced Horticultural Management	<i>A critical examination of a range of contemporary issues affecting the horticulture (including wine) industries. An understanding of horticulture (production) systems would be advantageous.</i>	R Stevens
<b>BUSINESS MANAGEMENT</b>			
BMGT 613	ST: Current Issues in Information Systems	<i>This course assumes a good understanding of information systems, and of some of the ways in which they are currently used. Students should therefore have studied information systems at least at the 200 level, and preferably at the 300 level, in their undergraduate degrees. Students are expected to be able to think critically, and to communicate well both verbally and in writing.</i>	M Trent
BMGT 618	Advanced Business Strategy	<i>This course assumes no previous knowledge of strategy, and so the first weeks will involve an intensive learning experience for those not familiar with this academic area. In addition to the lectures, this participative course will require students to undertake research tasks to enhance their knowledge of an industry sector and its practical environmental challenges.</i>	N Ritson
BMGT 619	Advanced Business Management	<i>Students should have been exposed to the fundamental principles of Business Management and Organisation Behaviour and be able to think critically.</i>	R Addison

<b>DEVELOPMENT</b>			
MGMT 615	Managing International Development Programme - Planning	<i>MGMT 615 is an applied course dealing with the identification, planning, appraisal, management and evaluation of rural development projects. There is a strong focus on methods and tools. Although the course does not require an undergraduate specialisation, experience with rural development projects and knowledge of investment appraisal and SPSS will be an advantage.</i>	M Lyne
<b>ECONOMICS</b>			
ECON 602	International Trade	<i>An advanced study of international trade and open economy macroeconomics. We will develop an analytical framework to understand real world problems, such as globalisation, international financial markets, tariffs, balance of payments and exchange rate policy. Students are expected to develop a grasp of relevant theory and associated policy issues.</i>	A Sanyal
ECON 605	Microeconomic Analysis	<i>ECON 605 assumes previous background in advanced microeconomics at the undergraduate level. This course aims to equip students with the theoretical underpinnings of advanced microeconomic models so that they can apply them in their research or policy analysis. As part of the assessments, students are also required to work on a research report on a chosen topic on applied microeconomics.</i>	N Ratna
FORS 607	ST: Forest Valuation	<i>This course uses a number of standard economics and finance tools applied to the valuation of biological assets. A background in discounted cashflow analysis and statistics will help students, as well as an understanding of biological processes, particularly for forests.</i>	H Bigsby
<b>FINANCE</b>			
FINC 601	Finance Theory	<i>Students are expected to be equipped with a background in microeconomics, probability and statistics, and basic econometrics.</i>	Z Li/ C Nguyen

FINC 603	Commercial Banking	<i>By signing up for this course, you have accepted the responsibility of being an active learner and of participating in the classroom discussion. Most importantly, students are expected to be committed to learning the subject matter. If you are NOT open to new ideas, or are not committed, expect your grade to reflect this.</i>	C Gan/ C Nguyen
<b>MARKETING</b>			
MKTG 601	Marketing Theory	<i>Students should have been exposed to the fundamental principles of Marketing and/or Business Management at the undergraduate level. The ability to think critically is also necessary.</i>	D Cohen
MKTG 620	Advanced Marketing Research	<i>The purpose of this course is to expose postgraduate students to the research process commonly found in the Marketing discipline, specifically focussing on research designs and methodologies that use questionnaire data collection. The beginning of the course will commence with a review of the research process and problems associated with developing a successful research programme. It includes a critical exploration of current theory, research and application in the field of marketing. Alternative research designs for solving marketing problems will be explored along with the use of multi-variate statistical techniques in marketing research programmes.</i>  <i>Students should have been exposed to statistics and research design at the undergraduate level.</i>	D Dean

<b>SEMESTER 2</b>			
<b>RESEARCH METHODS</b>			
ACCT 614	Applied Research Methods	<i>Undergraduate studies adequate to entering the honours level or equivalent previous learning. An aptitude and a willingness to engage in thinking, reading and writing.</i>	To be advised
<b>ACCOUNTING</b>			
ACCT 603	Advanced Management Accounting	<i>An advanced study of management accounting in an organisational context. The course involves an examination of the relationship between practice and research. Contemporary issues that are reshaping nature and scope of management accounting systems are explored. Ideally students will have completed an advanced undergraduate course in management accounting.</i>	J Radford/ T-A De Silva
ACCT 610	Auditing Issues	<i>Prior study of auditing at an advanced (300) level is an essential prerequisite. Also very important, is the prior study of financial accounting and reporting at an advanced (300) level. Prior knowledge of accounting information systems is strongly recommended.</i>	S Weil/ M Trent
<b>AGRIBUSINESS</b>			
MGMT 610	Professional Consultancy Practice	<i>Students need to have a strong interest in and some understanding of agricultural principles along with at least a basic understanding of how to use EXCEL. Individual projects are focussed on solving farm level problems with the use of computer based programmes. Generally problems investigated have a combination of bio-economic components.</i>	G Trafford
MGMT 627	Advanced Agribusiness Management	<i>MGMT 627 focuses on vertical and horizontal coordination in agribusiness supply chains in New Zealand and other developed economies. It covers performance of agribusiness supply chains and alternative ownership structures in agribusiness. Knowledge and/or a strong interest in agribusiness is highly recommended for those students who would like to study this course. Prospective students should contact the lecturers to discuss these requirements.</i>	TBA/M Lyne

MGMT 642	Advanced Labour Management	<i>The only pre-requisite is to have an acceptable first degree, or to have been accepted as an Honours student.</i>	R Tipples
<b>BUSINESS MANAGEMENT</b>			
BMGT 611	Human Resource Management	<i>Students should have previously been exposed to business management and ideally human resource management at the undergraduate or postgraduate level. Practical work experience in the field would also be advantageous. Students without such previous exposure to the subject area will need to undertake extensive preparatory reading.</i>	R Fraser
BMGT 622	Advanced Employment Relations	<i>This course draws strongly on literature on relationships from social sciences (but given an employment focus). A background in management or social sciences is useful but not essential. More important is the ability to think critically.</i>	G Clydesdale
<b>DEVELOPMENT</b>			
ECON 603	Development Economics	<i>An advanced study of international trade and open economy macroeconomics. We will develop an analytical framework to understand real world problems, such as globalisation, international financial markets, tariffs, balance of payments and exchange rate policy. Students are expected to develop a grasp of relevant theory and associated policy issues.</i>	N Ratna/ S Martin
MGMT 628	Agribusiness in Developing Economies	<i>MGMT 628 identifies links between agricultural development and economic growth, analyses drivers of technological and institutional innovation, explores causes of inefficiency in markets for land and finance, and broadens thinking on institutional arrangements to manage common pool resources and to link smallholders with markets. A background in economics would be an advantage but the only prerequisite is an acceptable first degree.</i>	M Lyne/ S Martin

<b>ECONOMICS</b>			
ECON 609	Quantitative Economic Analysis	<i>This course discusses how to undertake economic analyses in a stochastic framework. The course begins with a review of essential mathematical and probabilistic concepts. Then, economic issues are presented as the motivation for data collection and econometric model building. Principles of least squares and maximum likelihood estimation and testing are applied in the context of cross-sectional, time series and panel data. Specific topics include model selection for the classical linear regression model, ARCH/GARCH type models, VAR models, cointegration and panel data models.</i>	B Hu
ECON 611	ST: Financial Macroeconomics	<i>By signing up for this course, you have accepted the responsibility of being an active learner and of participating in the classroom discussion. Most importantly, students are expected to be committed to learning the subject matter. If you are NOT open to new ideas, or are not committed, expect your grade to reflect this.</i>	C Gan
FORS 606	Forest Utilisation	<i>This course covers a wide range of topics related to the wood products industry that introduce students to wood products, wood processing sectors, and wood products markets. The course does not assume previous knowledge or experience with wood products, but as it covers a number topics related to the wood products business, such as demand drivers, marketing, technological change and innovation, transport and distribution, and certified products, some background in at least one of these areas would be beneficial to students.</i>	H Bigsby
<b>FINANCE</b>			
FINC 602	Contemporary Issues in Financial Management	<i>The content focuses on recent legislation, the scandals of the world of finance and their impact on the theory and practice of financial management, and draws mainly from reports, legislation and journal articles. Students are required to prepare and present their findings by way of seminars.</i>	S Paulo
FINC 604	Finance Futures and Options	<i>Students should have a basic familiarity with financial securities, preferably futures and options. Students without this should be prepared to invest some time to read up to compensate for this lack of background.</i>	G Nartea

<b>MARKETING</b>			
MKTG 605	Advanced Services Marketing	<i>Students should have good analytical skills, understand basic marketing, be able to read and understand journal articles and have done at least a 100 level statistics subject.</i>	M Clemes
MKTG 608	Supply Chain Theory	<i>Students should have been exposed to the fundamental principles of Marketing and/or Business Management at the undergraduate level. The ability to think critically is also necessary. Some understanding of supply chain management concepts and principles is desirable but not necessary.</i>	M Wilson

Note: Other 600 level courses are available on campus that may be taken on approval of your course adviser.

Course outlines can be accessed through <http://www.lincoln.ac.nz/Degrees-Diplomas-and-Certificates/Courses-A---Z/>

## Commerce Staff Research Interests

Name	Position	Research Interests
<b>ACCOUNTING</b>		
Murray Clark MCom(Cant) CA(NZ), CMA(AUS)	Senior Lecturer in Accounting	Murray's main research interests include accounting education, computer-aided learning, financial reporting and accounting for primary sector activities.
Tracy-Anne De Silva BCM, BCom(Hons), PhD (Lincoln)	Senior Lecturer in Accounting	Tracy-Anne's research interests include environmental reporting, environmental management accounting, corporate reporting decisions and behavioural implications.
Jack Radford BCom (Otago)	Senior Lecturer in Accounting	Jack's main area of research interest is the measurement of organisational performance during periods of change, with particular emphasis on SME's. Jack maintains an active involvement in the commercial sector through his extension activities. He is also director of a number of technology-based entrepreneurial companies in Christchurch.
Jamal Roudaki BS(IIAA, Iran) MBA(CMSU, USA) PhD(Wollongong)	Senior Lecturer in Accounting	Jamal's research interest includes accounting education and Entrepreneur education. This wide field covers topics such as accounting programme development; accounting graduates competencies and internship in accounting.
Sidney Weil BusSc(Hons)(UCT) PhD(WCape) CA(SA)	Associate Professor in Accounting	Sidney's main research interest is in the field of accounting education. This wide field covers topics such as how students learn, cognitive development of students and computer-aided learning. He has several ongoing research projects in the area of student perceptions of the use of case studies, study groups and online discussion forums.

<b>AGRICULTURAL MANAGEMENT, AGRIBUSINESS, INTERNATIONAL RURAL DEVELOPMENT</b>		
Russell Cameron BAgrCom(Cant) MNZIPIM MNZSAP	Senior Lecturer in Agricultural Management	Russell's research interests include farm management principles and farming systems.
Ian Domigan BS BME(WVa) MForSci (Cant) MemASME MIPENZ	Lecturer in Engineering	Ian's research interests include: <ul style="list-style-type: none"> <li>• Machine design - including developing a mechanical apple harvesting machine for Lincoln canopy system, developing mechanical pruning aids for pines and firs.</li> <li>• Currently developing an automatic possum trap with Landcare Research that is also able to kill stoats and ferrets.</li> </ul>
Bruce Greig BAgr Mgmt(Hons) (Natal)	Lecturer in Agricultural Management	Bruce's current research interests include: <ul style="list-style-type: none"> <li>• International competitiveness of the New Zealand dairy industry</li> <li>• Aspects of South American dairying systems</li> <li>• Productivity</li> <li>• Global and New Zealand trends in Farm Management</li> <li>• Management and economic drivers of efficient farm systems</li> <li>• Benchmarking international and local dairy systems</li> </ul>
Nic Lees BHortSci(Hons)(Massey) MBA(Dist)(Cant)	Senior Lecturer in Agricultural Management	Nic's current research interests include agri-technology commercialisation, agribusiness management, agricultural economics and agri-technology marketing.
Sharon Lucock BAgr(ChinaAgUniv) GradCertCom(Lincoln) MAppSc(Hons)(Lincoln)	Lecturer in Agribusiness Management	Sharon's research interests include cultural influences on the functionality of agribusiness value chains and international agribusiness.

Michael Lyne BScAgric, MSc, PhD (Natal)	Associate Professor in International Rural Development	Michael's current research focuses on <ul style="list-style-type: none"> <li>• Land tenure and land markets</li> <li>• Organisational and institutional arrangements to link smallholders with markets and to manage common pool resources</li> <li>• Agricultural credit and rural finance markets</li> <li>• Modelling the impact of carbon taxes on New Zealand livestock farms</li> </ul>
Kevin Old BMS MBA PhD(Waikato)	Senior Lecturer in Farm Management Research	Kevin's research interests include the roles of boards of dairy co-operatives, agricultural co-operatives, the governance of agricultural enterprises and farm management.
Marvin Pangborn MSc (Oregon)	Lecturer in Agricultural Management	Marvin's research interests are in farm management and dairy management.
Majeed Safa BAgEng MAgEng PhD(Lincoln)	Lecturer in Agricultural Engineering	Majeed's research interests include agricultural engineering, energy and sustainability, modelling.
David Shillito DipHort DipHortMgt FRIH AHRIH	Lecturer in Horticultural Management	David's research interests are horticultural sciences and horticultural management systems.
Richard Stevens BHortSc(Hons)(Cant) MNZIPIM	Senior Lecturer in Horticultural Management and HoD of Agricultural and Property Studies	Richard's current research interests include: <ul style="list-style-type: none"> <li>• Agriculture and horticulture education</li> <li>• Horticultural crop economics</li> <li>• Software development for horticultural systems management</li> <li>• Project management and work study.</li> </ul>

Rupert Tipples MA PhD (Camb)	Senior Lecturer in Employment Relations	Rupert's current research include: <ul style="list-style-type: none"> <li>• Exploring the effects of long hours of work in the dairy industry on fatigue levels, productivity and accident levels of dairy personnel.</li> <li>• Exploring the role of time as a resource in rural small business.</li> <li>• Studying seasonal employment schemes in agriculture and horticulture and carrying out case studies of seasonal employment issues in the rapidly developing viticultural industry.</li> <li>• Studies of the role of migrant workers in New Zealand agriculture and horticulture.</li> <li>• Work on employment in agricultural contracting and the range of tasks undertaken is proceeding.</li> </ul>
Guy Trafford BComAg MAppSc (Lincoln)	Lecturer in Agricultural Management and Agribusiness	Guy is currently undertaking a PhD looking at methods to measure the economic impact of GHG emission 'taxes' and ways to mitigate them through the use of Linear Programming.
Victoria Westbrooke BAgrSc(Hons), GradeCert Res Mgmt	Lecturer in Agricultural Management and Agribusiness	Victoria's research interests include: <ul style="list-style-type: none"> <li>• Links between farm production system and product sensory qualities, especially dairy products.</li> <li>• The balance between capital investment, profitability complexity of system and "time" on farm.</li> <li>• Integrating new technology profitability into farming systems.</li> </ul>
Keith Woodford MAgrSc(Cant) PhD (Q'ld)	Professor of Agricultural Management and Agribusiness	Keith has a background in farming systems, agribusiness and international rural development. His research interests are diverse, but in general relate to the broad question as to how agribusiness firms (including farms) and industries can achieve and sustain a competitive advantage.

<b>BUSINESS MANAGEMENT &amp; LAW</b>		
Ramzi Addison MCom PhD(Cant)	Senior Lecturer in Business Management and HoD of Business, Law and Marketing	Ramzi's research interests include the management of change; new technology implementation, the role of trust in organisations and organisation behaviour.
Misha Balzarova Diplng PhD (Brno Univ of Technology)	Senior Lecturer in Business Management	Misha's current research interests focus on issues of credibility of management systems. She explores areas of <i>What makes a management system credible in eyes of its stakeholders, developers, experts and (non)-governmental institutions?</i> She welcomes topics of qualitative nature, looking into analysis of environmental discourse, management systems standardization and patterns of diffusion of social responsibility standards.
Anthony Brien MSc (Sheffield Hallum UK) LCGI DipTchg PhD(Lincoln) FIH	Senior Lecturer in Business and Hotel Management	Anthony's main research areas are Leadership and Management, Strategic Human Resource Management (SHRM) and Organisational Behaviour (OB), Human and Social Capital.
Robert Caird LLM(Cant)	Lecturer in Law	Rob's research interests include all aspects of business law and he has a particular interest in administrative law.
Greg Clydesdale BCom(Cant) PGDipCom PhD(Lincoln)	Senior Lecturer in Business Management	Greg's research interests include the link between ethnic diversity and innovation and/or productivity; ethical business behaviour as a gap between who we are and how we perceive ourselves; and alpine tourism in the South Island.
Rick A Fraser BA(Vic) MBS PhD(Massey)	Senior Lecturer in Business Management	Rick's interests include the factors that influence the success of small to medium sized enterprises, business strategies, lifestyle options and careers.

Jeff Heyl BA(Ohio-Northern) MBA (Baldwin-Wallace) PhD(Ariz. St)	Senior Lecturer in Operations Management	Jeff's primary interests are in operations management with specific interests in Lean systems and practices, quality management and measurement in both manufacturing and service environments, procurement systems and practices, and manufacturing planning and control systems.
Neil Ritson BSc (Leicester), PGCE (Warwick) MBA (Open) MSc (Northumbria) PhD (UCLan) FCIPD	Senior Lecturer in Business Management	Neil has industrial experience in HR/IR with ExxonMobil and the UK's Engineering Employers Federation. He extended this to strategic business management via consultancy with the Urwick Orr/PA group, and subsequently with an MBA and PhD. His main interests are the linkages between Corporate Strategy and practices in the petrochemicals sector, and the use of theory to frame empirical findings, as evidenced in his various publications.
Miles Trent BA BCom(Cant) MCM(Dist)(Lincoln) FNZCS CISA ITCP	Lecturer in Business Management	Miles' main research interests are: electronic commerce; all aspects of information systems security - but especially cryptographic security; management of I.S. security; logical security; information systems auditing; the Information Systems profession, and (controlling) the process for creating and maintaining information systems.
Whiting, Paul BCom(Auck) LLB(Cant)	Senior Lecturer in Law	Paul's research interests involve resource management issues especially in relation to the rural sector.
<b>ECONOMICS</b>		
Kathryn Bicknell BS(Calif State) MS PhD(Calif)	Senior Lecturer in Economics	Katie's primary research interests include production and resource economics, as well as the economics of animal health. She is also engaged on a research project to measure the economic returns to scientific research.
Hugh Bigsby BA(Sask) MA(Alta) PhD(Melb)	Associate Professor in Forest Economics and HoD of Accounting, Economics and Finance	Hugh's current research projects include: Economic aspects of bio-security and management of invasive species; community forestry; reduced impact logging; sustainable tropical forest management; forest valuation; and the environmental certification of forest products.

Ross Cullen BCom(Hons) PhD(Otago) DipAgr DipVFM MEIANZ	Professor of Resource Economics	Ross' research focuses on resource and environmental economics. Current topics include: valuation of ecosystem services; productivity of endangered species programmes; and New Zealanders' perceptions of the environment.
Baiding Hu BEc(Jiangxi) MSc(George Washington) MEc (LaTrobe) PhD(WA)	Senior Lecturer in Economics	Baiding's current research includes productivity and efficiency estimation with panel data, modelling China's energy consumption and trade performances.
Ian MacDonald PGCertTertTchg MA(Guelph) PhD(Simon Fraser)	Senior Lecturer in Economics	Ian's principal research interests are in the areas of industrial organisation (reputation, antitrust, network effects), applied game theory (international agreements/arrangements) and environmental/resource economics.
Gillis Maclean BSc(Hons) (Cant) PhD (Auck)	Lecturer in Economics	Gillis' research interests include economic methodology and history of economic thought; economics policy and cultural wellbeing; the education of economics and analysis of assessment and student performance.
Sandra Martin BEcon(Q'ld), MA PhD(Cant), Dip Tchg	Associate Professor in Agribusiness and Development, and Theme Leader of LUCID	Sandra's research focuses on agribusiness and development in emerging and developing economies; in particular: <ul style="list-style-type: none"> <li>• Agribusiness value chains/supply chains</li> <li>• Indigenous entrepreneurship and poverty alleviation</li> <li>• Linking producers to markets through pro-poor initiatives</li> </ul>
Nazmun Ratna BSS(Hons) MSS(Econ)(Dhaka) MEcDEV PhD(ANU)	Lecturer in Economics	Nazmun's current research interests are in economics of diversity and immigration, social capital and economic growth, and development economics.
Amal Sanyal BA(Calc) MA(Delhi) PhD(JNehruU)	Associate Professor in Economics	Amal's research programme is focused on the economic theory of corruption, bribes and illegal markets, and their macroeconomic implications. He is also using the theory to examine outcomes in a hybrid private-public health insurance market. Amal's current research projects include macroeconomics of loan-financed corporate growth, and re-interpreting/modelling of Keynes' theory of asset markets. He is also working on the microeconomics of political parties and governments.

Bert D Ward BA (ColoState) MA(NColorado) Mlitt(Aberd)	Adjunct Adviser in Economics	Bert's current research interests are in the areas of econometric methods, time series analysis, macroeconomic modelling and quantitative financial economics.
<b>FINANCE</b>		
Christopher Gan BA(NCarolina) MS(Indiana State) PhD(Louisiana State)	Associate Professor in Economics/Finance and Director LUCID	Christopher has published in several areas including banking, financial economics, resource and environmental economics, Chinese stock markets, eco-tourism and Asian financial crisis. His current research projects/interests include banking, Asian financial markets, economic growth and development in the developing countries and micro financing. He is the Chief Editor of the Review of Applied Economics and Review of Development and Cooperation. He has been appointed the Director of Lincoln University Centre for International Development (LUCID).
Zhaohua Li MBA (Maastricht) PhD(Singapore)	Lecturer in Finance	Zhaohua's current research interests are in corporate governance, financial markets and banking in emerging markets.
Gerry Nartea BS (Philippines) MEcon (UNE) PhD (Illinois)	Senior Lecturer in Finance	Gerry's research interests include asset pricing, investment management, risk management, and microfinance in emerging markets. His current research deals with the role of volatility in asset pricing in emerging equity markets. His recent works include an investigation of size, BM and momentum effects in emerging equity markets and the application of portfolio theory and CAPM to agriculture.
Cuong Nguyen BA BEng (Vietnam) MA (Ritsumeikan), PhD (La Trobe)	Lecturer in Finance	Cuong's research interests include financial econometrics, financial risk management and derivatives, empirical finance, alternative investments, and behavioural finance.
Stanley Paulo BCom(Hons)(Natal) DCom(P.Elizabeth)	Senior Lecturer in Finance	Stanley has published a substantial number of articles in business finance and has research interests in corporate finance and investments specifically with regard to compliance with the UK Companies Act of 2006 and the Sarbanes-Oxley of 2002.

<b>MARKETING</b>		
Michael Clemes BSc(Colorado) MCom(Ag)(Cant)	Senior Lecturer in Marketing	Mike is particularly interested in the service sector and has most recently been involved in quantitative research pertaining to developing marketing strategies for service organisations, measuring behavioural intentions, customer satisfaction, service quality, developing hierarchical service quality models, evaluating service recovery programmes, and consumer behaviour in services.
David Cohen BA (UCLA), MA, PhD ( Southern Calif)	Senior Lecturer in Marketing	David's current research projects centre on the advertising and promotion of medicines, and the ethics of marketing practice. He is also interested in wine marketing topics, including consumer segmentation, wine tourism and cellar door, country-of-origin, supply chain efficiency, and culture-wine-food interactions.
David L Dean BA(Rice) MBA PhD(Houston)	Senior Lecturer in Marketing	David's research interest spans areas in the marketing and management fields that examine the firm as a unit of analysis and are comparative/international in focus. This includes topics such as small business development, export development strategies, the measurement of organisational effectiveness, and the formation and performance of strategic alliances.
Sharon Forbes BVO, BCom(Hons), PhD(Lincoln)	Lecturer in Marketing	Sharon's research interests focus on consumer behaviour, and especially on the influence of individual consumer characteristics, product country of origin, and usage situation. Sharon has also carried out wine specific research regarding supply chain relationships and consumer attitudes towards sustainable wine production.
Kamal Ghose BCom (Ranchi), BCom (Ranchi), PhD (Rohilkhand)	Senior Lecturer in Marketing (On leave 2012)	Kamal's research interests include brand management, internal and external branding, branding in emerging markets, integrated marketing communication, international branding and marketing, agriculture products and food industry marketing and branding, and customer experience Gap analysis.
Valerie Manna BSc, MBA, PhD (Rensselaer)	Senior Lecturer in Marketing	Valerie's research interests focus on health care, pharmaceutical and dietary supplements marketing, with particular emphasis on the ethical implications of marketing in these arenas; social marketing; and values-based versus status-based consumption.

Mark Wilson BBS(Massey) BCom(Hons), PhD(Lincoln)	Senior Lecturer in Supply Chain Management	Mark's research interests include Supply Chain Management strategy and models of competitiveness; Logistics, Distribution, Operations and Procurement functions; the dynamic development of supply chain relationships; the impact of supply chain behaviour (collaborative and opportunistic) on supply chain relationships; Third Party Logistics Providers (3PL's) and performance; and information technology and its use in SCM.
<b>PROPERTY STUDIES</b>		
Sandy Bond BBS DipBusAdmin MBS (Massey) PhD (Curtin) SPINZ	Professor of Property Studies	Sandy's current research interests involve the impact of detrimental conditions on property values including proximity to cellular phone towers and high voltage overhead transmission lines, and climate change. Valuing sustainable buildings and assessing public attitudes towards wind farms are other areas of interests.
Garner, Gary CertAg(Tocal), AssocDipVal(WAIT), BBus(Curtin),GradDipB&M(BCQ) PAg, AAPI	Senior Lecturer in Rural Valuation	Gary has recently been appointed to this position and starts at Lincoln in January 2011. He is currently in the final stages of completing his PhD. Gary has a wealth of experience in the property industry and valuation, in addition to the practical and technical sides of corporate financial engineering and restructuring, agribusiness. He is a registered valuer.
Lawrence Hill BCom(VPM)(Lincoln) LLB(Waikato), GradDip BusStudies(Disp Res)(Massey)	Senior Lecturer in Property Studies	Lawrence's research interests include commercial dispute resolution and valuation and property law. In particular, the implementation and effects of Central Government, Local Government and various Governmental agencies policies on rating, taxation and property values.
Brent Nahkies BCom(VPM)(Lincoln), MAgLERE (Texas A&M)	Senior Lecturer in Property Studies	Brent's research interests include heritage building conservation and the adaptive re-use of heritage buildings.
Jane Simpson BProp, BArch (Auck) PINZ NZIV	Lecturer in Property Studies	Jane's research interests include valuation and construction.

John McDonagh BBS(Massey) MCM SPINZ AREINZ	Associate Professor in Property Studies	John's main research interests include corporate real estate asset management, sustainable property management and industrial property market research.
<b>AGRIBUSINESS AND ECONOMICS RESEARCH UNIT (AERU)</b>		
Paul Dalziel MCom(Hons) (Cant), PhD (Otago)	Professor of Economics	Paul continues to publish on New Zealand economic policy. His major research project currently is regional economic development in New Zealand, focusing in particular on regional labour market issues. He is leading the FRST-funded five-year research programme on education employment linkages ( <a href="http://www.eel.org.nz">www.eel.org.nz</a> ).
John Fairweather BA, BAgrSc (Cant) MA, PhD (Missouri)	Research Professor of Rural Sociology	John's research interests include sociological theory and methods as they relate to describing and interpreting contemporary changes in farming, rural society and land use change. Recent publications focus on research methods, farmer resilience, causal mapping of farm systems, environmental orientations of farmers, farming styles, and user innovation. These publications derive from two research programmes, one on the social, economic and environmental effects of conventional, integrated and organic farm management systems, the other on technology user's innovation in the farming, energy and building sectors.
Lesley Hunt ATCL(Tch) DipTchg (Sec.) BSc(Hons)(Otago) PhD (Lincoln)	Research Officer	Lesley's main research interest is in how people manage to lead meaningful lives. She applies this in research related to understanding ways to increase sustainable and resilient land use, using both quantitative and qualitative methods.
Caroline Saunders BSc(Hons)( Wales) PhD(Newcastle, UK)	Director AERU and Professor in Trade and Environmental Economics	<b>Argos:</b> Pathways to Agricultural Sustainability – this is a eight year funded research programme looking in detail at linkages on farm between the economic, social, environmental and cultural outcomes for conventional, organic and low input farming systems. The project involves market analysis of overseas trends and also choice modelling of consumer behaviour in overseas markets.

<p>Caroline Saunders Continued</p>		<p><b>Trade and the Environment:</b> The research is based upon a trade model that quantifies the links between international trade and key environmental variables. It contributes to a number of key developments affecting NZ, these including policies at the international, national and regional level, relating to end users such as MFAT, MAF, NZTE and Federated Farmers as well as Regional Councils. Collaboration and linkages have been developed with Ag Research, Crop and Food, Landcare, as well as with scientists at Otago and Lincoln Universities and overseas. The model is currently been developed to model link between production and greenhouse gases.</p> <p><b>Agricultural Policy and NZ Agriculture:</b> Caroline is continuing her work on analysing the development in agricultural/ environmental policy, particularly in the EU, and its impact on the agricultural sector. This work is also relevant to the development of the trade and environmental model above. This work includes the impact on NZ agriculture of alternative liberalisation paths for EU tariff rate quotas on dairy, beef and sheepmeat Impact of energy use and food miles for NZ and the impact of free trade agreements and WTO policy negotiations.</p> <p><b>Economic Development:</b> The research concerns the development of sectors such as the ICT and biotechnology sectors and all community development in the regions. Research is being conducted on measurement of success in sustainable economic development.</p>
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# Important Dates 2012

## JANUARY

9 University reopens

## FEBRUARY

6 WAITANGI Day – University closed

22-24 Registration for Semester 1

27 Lectures begin for first semester

## MARCH

1 or 2 Commerce Preparation for Postgraduate Study Programme (CPPP)

9 Last day PGDipCom and BCom(Honours) students may register or change semester one courses

9 Last day Masters students may enrol in or change first semester courses

9 Last date for registration in Masters degree courses for first semester

## APRIL

6-10 EASTER – University closed

20 GRADUATION Ceremony

25 ANZAC Day – University closed

27 Recommended final date for applications for admission to graduate and postgraduate courses commencing in the second semester

## JUNE

1 Lectures cease for first semester

4 QUEEN'S BIRTHDAY – University closed

7 Examinations begin – first semester

## JULY

5-6 Registration for second semester entrants

9 Lectures begin for second semester

12 or 13 Commerce Preparation for Postgraduate Study Programme (CPPP)

20 Last day PGDipCom and BCom(Honours) students may register or change semester two courses

20 Last day Masters students may enrol in or change second semester courses

## OCTOBER

12 Lectures cease for second semester

22 LABOUR DAY – University closed

23 Examinations begin – second semester

## NOVEMBER

1 Applications close for Lincoln University Doctoral and Graduate Scholarships

15 Recommended final date for applications for graduate and postgraduate courses commencing in first semester 2013

15 Last day for submission of Honours dissertations for examination

16 SHOW DAY – University closed

## DECEMBER

18 University closes at 4 pm and reopens Monday 7 January 2013



## Graduation 2012

Pictured below are Commerce PhD students graduating:

- Penny Thai Yoong Mok
- Xin Shu
- Sawaros Srisutto
- Shuzhang Sun
- Aaron Ward
- Yuan Zhang

