Lincoln University
Areas of Specialisation

Business
It’s true for industry, agriculture and it’s most certainly true for people. At Lincoln University, helping you grow is what we are all about.

And we encourage you to do it your way, with diverse learning that fits your ambitions in an environment that allows you to flourish.

We partner you with industry to prepare you for the real world and to plant the seeds of a rewarding future.

So when the time comes, you’re ready to go out there and grow the future for yourself and others.

Welcome to Lincoln University. A place to grow.

Lincoln University is proud to help grow your future.

As the longest running agriculturally based university in the Southern Hemisphere, Lincoln’s story begins with farming but it certainly doesn’t end there. As New Zealand’s economy has diversified so have we. What we are interested in growing is people.

Now more than ever, we are enabling our students to grow to meet urgent industry demands in areas such as food, fibre, sustainability, agribusiness and more.

At Lincoln, we offer great learning and growth through powerful applied research, deep industry collaborations, global connections and world-class learning environments and teaching.

As a Lincoln graduate you’ll arrive at your career globally connected, forward thinking and ready to shape tomorrow.

Lincoln is a safe haven that will offer you a wealth of opportunities to develop leading-edge skills here and in the real world. Just as importantly, you will become part of a thriving and inclusive student community, forging friendships that will last a lifetime.

We truly look forward to helping you grow.
Welcome to Canterbury

Our campus is located in the Lincoln township, a thriving village on the Canterbury plains.

Lincoln is small and very friendly. It boasts local pubs, great cafés and eateries, shops and even its own farmers and craft market.

Twenty minutes away is Ōtautahi Christchurch, which is transforming itself into one of the world's most sustainable cities. Its rapidly evolving culture and energy makes it ideal for students.

And no more than a couple of hours from Ōtautahi Christchurch, Canterbury offers a huge range of exciting recreational options in areas of incredible natural beauty – you can bungey jump, hike, mountain bike, raft, surf, swim, play golf, shop, visit wineries and gardens, and so much more.

Choosing Lincoln University

At Lincoln, we've got a solid reputation for offering the finest, most industry-relevant learning programmes. And we'd like to make you a part of that.

As New Zealand’s leading land-based university, our specialised subject areas are all about harnessing the value of the land to help make the world a better place.

We’ve got strong industry ties to ensure that your learning lines up with what businesses need. Loads of our students gain work experience while they study, picking up real skills for the real world.

You can’t put a price on that.

We’re the smallest university in New Zealand, which means a more personal learning environment, extra face time with lecturers and a friendly, village atmosphere.

Māori and Pasifika

Lincoln University is a great place for Māori and Pasifika students to gain an excellent qualification in a fun, friendly and supportive environment.

We offer a values based programme of manaaki (support) for Māori students called Manaaki Taura that offers academic support, internships and practical work opportunities.

We’re also committed to helping to develop the next generation of Māori and Pasifika leaders by offering industry-relevant, career-oriented programmes with support from Te Manutaki - the Māori and Pasifika Team.

International students

Our students hail from around 80 different countries throughout the world. This makes Lincoln University a truly global network and a diverse, exciting place to be.

We hope you will join us soon.

Why Lincoln University?

At Lincoln University, we love our green and vibrant village full of like-minded people. There’s always something to get involved in and the vibe is super friendly. Here are just a few of the things available to you as a Lincoln student.

Join the club.

Looking for great ways to meet new people, broaden your horizons and have some fun? Join a club. The Lincoln University Students’ Association (LUSA) and the Whare Hākinakina LU Gym oversee all of our clubs and organisations. We can fill you in on what’s out there or even help you set up your own club.

Help is here.

Every student needs a little help now and then. That’s why we have support services for everyone of student life. And they’re there for you whenever you need them. Whether it’s budgeting advice, help with a physical or mental health problem or you just want someone friendly to talk to, we’re on your side.

LUSA. They’re for you.

The good people at the Lincoln University Students’ Association are all about making student life the best it can be. Independent from the university, they offer impartial advice and look after your student rights. LUSA is committed to the Treaty of Waitangi and they help represent our Māori students at Lincoln. They also organise awesome and affordable events from lunchtime sausage sizzles to the legendary end-of-year Lincoln University Garden Party.

Follow us and keep up to date

1. Skiing at a local skifield only an hour and half drive from Ōtautahi Christchurch.
2. Local kapa haka group.
3. Recreational biking on Banks Peninsula.

Bridging the gap.

Urban meets rural at Lincoln, with students arriving from bustling cities, remote country farms and everywhere in between. They all bring their place, at New Zealand’s top land-based university and they tend to leave as lifelong friends.

Read it in RAM.

RAM is our infamous, entertaining and essential Lincoln student magazine. It’s your monthly fix of satire, legend, inside word and even the occasional serious and factual article. Don’t miss it.

Great care for little ones.

Our philosophy of helping people to grow also extends to our fantastic childcare centres. We create an environment that promotes wonder and care for little ones. We create an environment that promotes wonder and play as central to learning. Children of all cultures love it, which makes it much easier for their parents to concentrate on studying.

Stellar coffee.

Where there are university students, there are also great cafés. And in our case, they’re well worth a visit or two. If you’re after a coffee to get your brain going, head to our fantastic student space, Grounded (which includes an awesome espresso bar), or our central café, Mrs O’s.

This way up.

Need a bit of pointing in the right direction? There are plenty of people on campus to talk to about career and employment advice. If you want to discuss job possibilities or need to find a part-time gig while you study, we’re here and ready to help.
Lincoln at a glance

<table>
<thead>
<tr>
<th>Major</th>
<th>15th</th>
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<tbody>
<tr>
<td>links and collaborations with industry, iwi and research centres</td>
<td>rated for small universities in the world</td>
<td>Undergraduate &amp; Postgraduate students</td>
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| 6% higher graduate employment rate | 13.3:1 student to staff ratio | 5 stars awarded by QS for reputation, world class facilities and internationally-renowned research and teaching |

| Attracts urban & rural students | Genuine student staff interaction | 3rd oldest University in New Zealand |

| Higher percentage of graduates compared to national average | 7 farms | 17 research centres |

| Plus additional land holdings | | |

*Level 7 qualification – 3 years post study
Our nine areas of specialisation are designed to help you tailor your learning to your ambitions. Each area contains a range of practical study programmes that you can mix and match to gain the breadth of knowledge and expertise needed for success in your chosen field.

Lincoln University areas of specialisation

Agriculture, Horticulture and Viticulture

Business

Environment

Food, Wine and Beer

Landscape Architecture

Property and Valuation

Science

Sport and Recreation

Tourism

The purpose of this booklet

Our business programmes will prepare you to play a part in meeting the major demand for university graduates in some of the world’s most enduring professions. This booklet outlines the qualifications within the specialisation and explores potential career outcomes, as well as providing valuable information on how to get where you want to be. We cover pathways our graduates have taken, offer insights into the journeys of some of our current students, and throw some real-world facts into the mix.

Ultimately, this book will assist you in making the right choice to grow your future.

To see the full range of qualifications on offer, visit www.lincoln.ac.nz

Our business programmes will open up a world of opportunities in the broad range of industries driving the New Zealand economy. These include areas as diverse as agri-food, tourism, property, farms and global value chains.

Many of our qualifications focus on agribusiness and the commercial considerations of the land-based industries. We also place a strong emphasis on understanding the global nature of value chains, which connect international markets, allowing you to bring the world to New Zealand and New Zealand to the world. We tailor our degrees to the business sectors, giving you a strong understanding of the concepts and industry-specific knowledge valued by employers. Our programmes produce work-ready graduates with a unique combination of skills that allow them to easily find employment or run their own businesses.

The vast majority of our students move quickly into careers that are highly relevant to their degrees. Many secure jobs by the start of their third year of study and a large number of employers visit us specifically to recruit business graduates.

Our real-world examples and practical experiences will give you the skills to make an immediate difference in your chosen business career. You’ll learn from some of the best researchers and lecturers in the field and have access to the most up-to-date industry knowledge.

Qualifications

Diploma in Commerce
Bachelor of Agribusiness & Food Marketing
Bachelor of Commerce
Bachelor of Commerce (Agriculture)
Bachelor of Commerce (Agriculture & Professional Accounting)
Bachelor of Commerce (Horticulture)
Bachelor of Commerce (Sustainability)
Bachelor of Commerce with Honours
Bachelor of Land & Property Management
Graduate Certificate in Commerce
Graduate Diploma in Commerce
Graduate Diploma in Property Management
Graduate Diploma in Valuation
Pathway Certificate for MPA Entry
Postgraduate Certificate in Commerce
Postgraduate Diploma in Commerce
Master of Applied Computing
Master of Business (Finance)
Master of Business (Global Management & Marketing)
Master of Commerce (Agricultural)
Master of Commerce & Management
Master of Fintech & Investment Management
Master of Management in Agribusiness
Master of Management in Agricultural Systems
Master of Professional Accounting (CPA)
PhD
Bachelor of Agribusiness and Food Marketing

Food. A multi-billion dollar industry in a fast-changing world, with huge demand for experts who understand food systems, from production to the final consumer. Ready to get your teeth into a career with a big future? With the Bachelor of Agribusiness and Food Marketing, you will be employable right across the agrifood value chain.

Did you know food and beverage makes up 69% of New Zealand exports?

As populations grow faster than resources, demand for innovative ways to produce and market food grows too.

Underpinned by our strong history in agriculture and agribusiness, this degree offers you excellent working knowledge of global agribusiness and food marketing, not to mention tasty career options in key fields.

Key features

- Gain the only specialised food marketing degree in the Southern Hemisphere
- Become work-ready and highly employable in agrifood sectors in New Zealand and around the world
- Gain promising career options in everything from supplier management to product development and marketing.

Career opportunities

This degree will equip you for roles in areas such as food marketing and communications, product innovation, logistics and supply chain management, business development in dairy, meat, wine, horticulture and arable industries, processed food and beverage companies, product sales, and customer service.

Entry requirements

University Entrance through NCEA, or an approved equivalent qualification
- If English is not your first language, other entry requirements will apply.
- Learn more about English language requirements here: www.lincoln.ac.nz/english-requirements

Recommended preparation

- Agribusiness
- Agriculture/Horticulture
- Biology
- Economics
- English*
- Māori Studies

*Highly recommended subjects

Intake semesters

You can start in either:
- Semester 1 (late February)
- Semester 2 (mid July)*

There are also options for starting in summer semesters, although the range of courses available would be limited. Please obtain course advice if you are thinking about this option.

Additional major or minor

There may be an opportunity to add an additional major or minor to your programme of study. Please refer to the programme course advisor for further information.

Practical work

You’ll need to complete 18 weeks of practical work during your degree. This must be undertaken in two different areas with a maximum of 12 weeks in any of the following:

- An agricultural production based enterprise i.e. farms of all types including livestock, crop, horticulture, vineyards and aquaculture
- An associated processing industry such as food factories, wineries and meat works
- A distribution, logistics, transport, distribution centres, cool stores, etc
- A marketing, import/export, retail, wholesalers, etc.

For more information, please email the Practical Work Coordinator at practicalwork@lincoln.ac.nz or phone +64 3 423 0061.

Course structure

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Duration (Years) 3
Intake (Semesters) 1 2

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Ellen Pryor
Bachelor of Agribusiness and Food Marketing

Lincoln’s helped me to grow so much. Before I came to university, I was working in the food and wine industry. Now I’ve got an academic qualification that will improve my career prospects, which is so amazing.

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Recommended preparation

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- Agriculture/Horticulture
- Biology
- Economics
- English*
- Māori Studies

*Highly recommended subjects

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Bachelor of Commerce (Agriculture)

Agriculture is a bio-economic endeavour. Gain in-depth knowledge of the interaction between the disciplines of biology, commerce and farm systems. This degree includes academic courses, real-world case studies, field trips and regional study tours.

Key features
- Gain a degree that translates directly to industry
- Develop a broad knowledge base in farm systems management, agribusiness, animal, plant and soil production and put it to work in a variety of professional contexts.

Career opportunities
This programme will equip you for roles right across the agricultural industry, including areas such as farm management, farm services, agricultural consultancy, rural finance, rural insurance, and accounting.

Entry requirements
University Entrance through NCEA, or an approved equivalent qualification
- If English is not your first language other entry requirements will apply. Learn more about English language requirements here: www.lincoln.ac.nz/english-requirements

Recommended preparation
- Accounting
- Agriculture/Horticulture
- Biology
- Chemistry
- Computing
- Economics
- English*
- Māori Studies
- Maths/Statistics

*Highly recommended subjects

Additional major or minor
There may be an opportunity to add an additional major or minor to your programme of study. Please refer to the programme course advisor for further information.

Practical work
Practical work requirements include:
You’ll need to complete at least 30 weeks of practical work during your degree. This could be either:
- Two farm placements of 15 weeks each, or
- Two farm placements plus an allied placement of 10 weeks each.
You must work for 10-15 weeks per workplace and complete two reports.

Previous farming experience is preferred but not essential.

To pass the practical work component, you’ll need to demonstrate:
- Competence in driving vehicles (previous experience driving tractors or trucks would be an advantage)
- A physical aptitude for working on farms without endangering yourself or others.

For more information, please email the Practical Work Coordinator at practicalwork@lincoln.ac.nz or phone +64 3 423 0061.

Intake semesters
You can start in either:
- Semester 1 (late February)
- Semester 2 (mid July)*

*Please obtain course advice if you are thinking about this option.
Bachelor of Commerce (Agriculture and Professional Accounting)

Get ready to be equipped for leadership in the farming, agribusiness and accounting sectors. This four-year degree includes components of farm management, agricultural production, accounting and business courses. You’ll graduate well ahead of the herd.

The Bachelor of Commerce (Agriculture and Professional Accounting) provides many opportunities for employment, as you stand out from the crowd. The degree gives you a different skill set that is in demand with the ever-expanding agricultural sector.

Fiona Pahl
Bachelor of Commerce (Agriculture and Professional Accounting)

The farming sector needs excellent accounting skills like cows need grass. Want to put expert farming knowledge and your skills with numbers to work in a key New Zealand industry? Here’s the degree for you.

Key features
With this degree, you’ll meet the academic requirements for Professional Accounting bodies:
- Certified Practising Accountants Australia (CPA), one of the world’s largest accounting bodies
- Chartered Accountants Australia and New Zealand (CA ANZ), a leading professional association of leaders in business and finance in Australia and New Zealand
- Association of Chartered Certified Accountants (ACCA), a network of finance professionals across the globe that give you meaningful connections and industry credibility.

Career opportunities
As a Bachelor of Commerce – Agriculture and Professional Accounting graduate, you will be well equipped for leadership roles in agribusiness and right across the accounting sector.

Entry requirements
University Entrance through NCEA, or an approved equivalent qualification
- If English is not your first language other entry requirements will apply. Learn more about English language requirements here: www.lincoln.ac.nz/english-requirements

Recommended preparation
- Accounting*
- Agriculture/Horticulture
- Biology
- Chemistry
- Computing
- Economics
- English*
- Māori Studies
- Maths/Statistics

*Highly recommended subjects

Intake semesters
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Course structure

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Programme contacts
Claire Beattie
Course Advisor (Accounting)
E. claire.beattie@lincoln.ac.nz
P. 03 423 0213

Bruce Greig
Course Advisor (Agriculture)
E. bruce.greig@lincoln.ac.nz
P. 03 423 0268

For more information or to apply visit www.lincoln.ac.nz or call 0800 10 60 10.
This program has been designed to develop graduates with a sound foundation in commerce coupled with an understanding and awareness of environmental issues and the modern elements of sustainability in a land-focused context. This will enable them to blend these in a manner that can facilitate and drive innovative, integrated sustainable solutions for businesses in multiple sectors at the local, national, and global level.

Jeff Heyl  
Programme Director

Bachelor of Commerce (Sustainability)

Develop an understanding of how commercial decisions and actions can be made in a sustainable manner, preserving and enhancing land-based resources and well-being.

This degree integrates people, planet and profit in a way which reflects stewardship of the planet, while returning a fair and equitable profit to individuals, organisations and the community and gives a bicultural perspective to recognise both the history and future of sustainability in Aotearoa New Zealand.

Sustainability is one of the major driving forces in the early 21st century. Being able to apply its principles in the business world allows you to affect positive change in many different areas.

**Key features**
- Develop an understanding of modern sustainability concepts, perspectives, and issues coupled with a sound understanding of value creation and general commercial activity in a land-based context
- Learn how to describe the basics of commercial activity from a consumer-oriented, value-driven perspective fully incorporating an overall systems approach to planning and implementation in a land-focused context
- Understand and recognise current and future technological landscapes that impacts land-focused sustainability
- Gain knowledge of land based planning and control systems and how these can be effectively employed to drive sustainable operations
- Learn how to analyse and report on the multi-faceted sustainability profile of a land-focused organisation and its activities.

**Career opportunities**
This programme will prepare you to fulfil rapidly emerging sustainability roles in all sectors, but especially in land-related organisations.

**Entry requirements**
University Entrance through NCEA, or an approved equivalent qualification
- If English is not your first language other entry requirements will apply.
- Learn more about English language requirements here: [www.lincoln.ac.nz/english-requirements](http://www.lincoln.ac.nz/english-requirements)

**Recommended preparation**
- Accounting*
- Computing
- Economics
- English*
- Māori Studies
- Maths/Statistics

*Highly recommended subjects.

**Intake semesters**
You can start in either:
- Semester 1 (late February)
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**Course structure**

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Please note this degree structure is indicative only.
A course advisor can assist you to select your electives and plan your degree.

*These prescribed courses are pending approval

- Compulsory course
- Elective course
- Recommended elective course

**Programme contacts**
Jeff Heyl  
Course Advisor  
E: jeff.heyl@lincoln.ac.nz  
P: 03 423 0208

For more information or to apply visit www.lincoln.ac.nz or call 0800 10 60 10.
Bachelor of Commerce (Horticulture)

Prepare for a management position in the horticultural and food industries and meet a strong demand for professionals who can cater to increasing global pressure for high-quality food. The Bachelor of Commerce (Horticulture) will give you the skills and knowledge to pursue a career in a management or advisory role.

Business skills are also needed in associated areas such as the agrochemical, fertiliser and horticultural machinery distribution industries, so there will be a wide range of career possibilities open to you when you graduate.

Key features
- Develop an in-depth understanding of the bio-physical environment and biological production systems as they relate to horticultural production
- Learn to communicate a clear, fluent understanding of real-world horticultural business issues
- Care for opportunities
  - This programme will prepare you for management and advisory positions in the horticultural industry and/or food-related organisations, with the potential to move into governance roles.
- Entry requirements
  - University Entrance through NCEA, or an approved equivalent qualification
  - If English is not your first language other entry requirements will apply.
- Recommended preparation
  - Agriculture/Horticulture
  - Biology
  - Chemistry
  - Economics
  - English
  - Māori Studies
  - Maths/Statistics
  - Technology

Practical work
You’ll need to complete at least 30 weeks of practical work during your degree.
- This could be either:
  - Two horticultural placements of 15 weeks each, or
  - Two horticultural placements of 10 weeks each plus an allied placement of 10 weeks.
- The minimum placement is 10 weeks per workplace. The maximum placement is 15 weeks. Two reports are required.

For more information, please email the Practical Work Coordinator at practicalwork@lincoln.ac.nz or phone +64 3 423 0061.

Course structure

<table>
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<tr>
<th>Year 1</th>
<th>COMM 111</th>
<th>COMM 112</th>
<th>ECON 113</th>
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Please note this degree structure is indicative only. A course advisor can assist you to select your electives and plan your degree.

Programme contacts
Meike Rombach
Course Advisor
E: meike.rombach@lincoln.ac.nz
P: 03 423 0271

For more information or to apply visit www.lincoln.ac.nz or call 0800 10 60 10.
Bachelor of Commerce
(Accounting and Finance)

There’s more to this career than just numbers. Here’s a degree that gives you all the accounting and finance skills to become an in-demand person with companies here and overseas, and a vital cog in the wheels of commerce.

Career opportunities
You’ll be ideally placed for a number of substantial careers including:

Entry requirements
University Entrance through NCEA, or an approved equivalent qualification.
- If English is not your first language other entry requirements will apply. Learn more about English language requirements here: www.lincoln.ac.nz/english-requirements

Recommended preparation
- Accounting*
- Computing
- Economics
- English*
- Māori Studies
- Maths/statistics*

*Highly recommended subjects

Key features
- Course content that is firmly real-world based and relevant to your future career
- Gain a reputable qualification that meets the requirements for Australasia’s professional accounting bodies CPA (Certified Practicing Accountants) Australia, Chartered Accountants Australia and New Zealand (CAANZ) and the Association of Chartered Certified Accountants (ACCA)
- A pathway into the Chartered Financial Analyst (CFA) qualification for investment and financial professionals
- This is a career-focused programme that provides students with practical skills, and accounting and finance firms often approach Lincoln University looking for graduates.

Intake semesters
You can start in either:
- Semester 1 (late February)
- Semester 2 (mid July)*

There are also options for starting in summer semesters, although the range of courses available would be limited.
*Please obtain course advice if you are thinking about this option.

Additional major or minor
There may be an opportunity to add an additional major or minor to your programme of study. Please refer to the programme course advisor for further information.

Course structure

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<th>Year</th>
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Please note this degree structure is indicative only. A course advisor can assist you to select your electives and plan your degree.

Courses required for CFA pathway:
- FINC 305, FINC 307, FINC 310, FINC 312.

Courses required to meet Professional Accounting:
- ACCT 203, LWST 201, ACCT 302, ACCT 306, ACCT 308, ACCT 310.

Upon successful completion of this degree programme, you will be awarded with a Bachelor of Commerce with an Accounting and Finance major.

Programme contact
Claire Beattie
Course Advisor
E: claire.beattie@lincoln.ac.nz
P: 03 423 0213

For more information or to apply visit www.lincoln.ac.nz or call 0800 10 60 10.
Bachelor of Commerce (Food and Resource Economics)

Bite into an issue affecting the whole world. Global food and resource industries need economics experts, people with skills and knowledge to navigate the future. Hungry for a rewarding career? Then read on.

This degree, majoring in Food and Resource Economics, targets the importance of the food industry to New Zealand and the world’s economy. Areas of study include market structure and performance, global value chains, food policy and the economics of natural resources, development and trade. They might sound like a mouthful now, but by the end of your degree you’ll be an expert in all of them.

Entry requirements
University Entrance through NCEA, or an approved equivalent qualification.
• If English is not your first language other entry requirements will apply. Learn more about English language requirements here: www.lincoln.ac.nz/english-requirements

Recommended preparation
• Accounting
• Computing
• Economics
• English* 
• Māori Studies
• Maths/Statistics*

*Highly recommended subjects

Key features
• Develop your analytical capabilities
• Gain the knowledge required to become a professional economist with skills that can be applied in roles with the industry, government, not-for-profit organisation and research institutions
• Study part of your degree abroad through our LincOE exchange programme.

Career opportunities
Graduates work both in government and industry.
Such opportunities include: Economists - Economic/Business Analysts - Researchers – Trade and Enterprise Policy Advisors/Analysts.

Additional major or minor
There may be an opportunity to add an additional major or minor to your programme of study. Please refer to the programme course advisor for further information.

Course structure

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<tr>
<th>Year 1</th>
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Please note this degree structure is indicative only. A course advisor can assist you to select your electives and plan your degree.

Upon successful completion of this degree programme, you will be awarded with a Bachelor of Commerce with a Food and Resource Economics major.

Programme contact
Puneet Vatsa
Course Advisor
E: puneet.vatsa@lincoln.ac.nz
P: 03 423 0274

For more information or to apply visit www.lincoln.ac.nz or call 0800 10 60 10.
Bachelor of Commerce
(Global Business)

Do you see yourself leading and shaping global businesses with analytical and decision-making skills that add value to any organisation? Complete this degree and employers will see you that way too.

New Zealand needs graduates with core international business management knowledge, skills and values. With an emphasis on internationalisation of management, coordination and management functions in multinational corporations, this degree, majoring in Global Business, will help you climb to the top at speed.

Entry requirements
University Entrance through NCEA, or an approved equivalent qualification.
- If English is not your first language other entry requirements will apply. Learn more about English language requirements here: www.lincoln.ac.nz/english-requirements

Recommended preparation
- Accounting
- Computing
- Economics
- English*
- Māori Studies
- Maths/Statistics

*Highly recommended subjects

Key features
- Nourish your ability to assess and evaluate business needs, then apply analytical and decision-making skills
- Learn the structure, systems and channels by which international business operates

Career opportunities
Graduates of our Bachelor of Commerce (Global Business) are able to lead and shape global businesses. Through our particular food and ecosystems focus, agribusinesses are the natural employers of these graduates. Added courses in Business and Sustainability, Supply Chain Management or Hotel and Tourism Management give a competitive edge.

Additional major or minor
There may be an opportunity to add an additional major or minor to your programme of study. Please refer to the programme course advisor for further information.

Course structure
Year 1
- COMM 111
- COMM 112
- ECON 113
- LWST 114
- MKTG 115
- BMGT 116
- Elective

Year 2
- ACCT 202
- BMGT 211
- BMGT 215
- ECON 212
- Elective
- Elective
- Elective
- Elective

Year 3
- BMGT 306
- BMGT 324
- Elective
- Elective
- Elective
- Elective
- Elective
- Elective

Please note this degree structure is indicative only. You cannot select your electives and plan your degree.

Upon successful completion of this degree programme, you will be awarded with a Bachelor of Commerce with a Global Business major.

Programme contact
Rob Radics
Course Advisor
E: robert.radics@lincoln.ac.nz
P: 03 423 0215

For more information or to apply visit www.lincoln.ac.nz or call 0800 10 60 10.
Bachelor of Commerce (Hotel and Tourism Management)

Open doors in the exciting and rewarding business of hotel and tourism management with this internationally recognised degree. Talk to us today to make your reservation.

The management of tourism businesses requires constant adjusting to the environment, and as tourism and travel recommences, tourism will again be the world’s largest business. The hotel industry will respond to these changes and continue to grow with new hotels opening in New Zealand and globally – all needing competent and qualified managers leading to an exciting managerial career.

This major is designed to meet the future needs of the hotel and tourism industry and enable graduates to be part of growing the industry. It offers opportunities for international travel and career development.

Career opportunities
With a Bachelor of Commerce (Hotel and Tourism Management major), you’ll be qualified for an executive-level career in general management and operations in the tourism and hotel industry, tourism activity businesses, airlines, hotels, resorts, marketing, food and beverage, and human resources in New Zealand or overseas.

Entry requirements
University Entrance through NCEA, or an approved equivalent qualification.
- If English is not your first language, other entry requirements will apply. Learn more about English language requirements here: www.lincoln.ac.nz/english-requirements

Recommended preparation
- Accounting
- Computing
- Economics
- English*
- Geography/Social Studies
- Māori Studies
- Maths/Statistics
- Tourism

*Highly recommended subjects

Intake semesters
You can start in either:
- Semester 1 (late February)
- Semester 2 (mid July)*

There are also options for starting in summer semesters, although the range of courses available would be limited.

*Please obtain course advice if you are thinking about this option.

Additional major
There may be an opportunity to add an additional major to your programme of study. Please refer to the programme course advisor for further information.

Practical work
Before graduating, you must complete 480 hours of an approved internship.

Upon successful completion of this degree programme, you will be awarded with a Bachelor of Commerce with a Hotel and Tourism Management major.

Programme contacts
Dr Anthony Brien
Course Advisor
E: anthony.brien@lincoln.ac.nz
P: 03 423 0240

For more information or to apply visit www.lincoln.ac.nz or call 0800 10 60 10.

No two days in the hotel sector are the same and the development within the sector ensures there are sustainable outcomes.

Kate Sweeney
Bachelor of Commerce
(Hotel and Tourism Management)
Bachelor of Commerce (Marketing)

How do you hear about products that help you live, work and play? Where do you get them? How much would you like to pay? Marketing is full of questions like these and this is the degree that helps you answer them.

Lincoln’s Bachelor of Commerce Marketing major helps you develop the analytical skills to make excellent marketing decisions for your firm, consumers, society and the environment. You’ll discover the science behind this persuasive art and learn how to make it work.

Key features
- Graduates are prepared for a career in creating, communicating and delivering products which will resonate with the core values held by consumers
- Investigate consumer behaviour and work on a real-world marketing research project in your third year of study – adding a practical dimension to your CV.

Career opportunities
You’ll be well positioned for marketing roles in organisations of every kind. These roles include: Market Advisor – Brand Analyst – Sales Development Manager – Event Marketer – Media Planner – to name just a few.

Entry requirements
University Entrance through NCEA, or an approved equivalent qualification.
- If English is not your first language other entry requirements will apply. Learn more about English language requirements here: [www.lincoln.ac.nz/english-requirements](http://www.lincoln.ac.nz/english-requirements)

Recommended preparation
- Computing
- Economics
- English*
- Māori Studies
- Maths/Statistics

*Highly recommended subjects

Additional major or minor
There may be an opportunity to add an additional major or minor to your programme of study. Please refer to the programme course advisor for further information.

Course structure

**Year 1**
- ECON 113
- COMM 112
- BMGT 116
- COMM 111
- LWST 114
- MKTG 115
- Elective

**Year 2**
- MKTG 202
- MKTG 205
- Elective

**Year 3**
- MKTG 301
- MKTG 304*
- MKTG 308
- MKTG 311
- MKTG 321
- MKTG 322
- Elective

*This course is not currently offered.

Please note this degree structure is indicative only. A course advisor can assist you to select your electives and plan your degree.

Intake semesters
You can start in either:
- Semester 1 (late February)
- Semester 2 (mid July)*

There are also options for starting in summer semesters, although the range of courses available would be limited.

Please note this degree structure is indicative only. A course advisor can assist you to select your electives and plan your degree.

*Please obtain course advice if you are thinking about this option.

Upon successful completion of this degree programme, you will be awarded with a Bachelor of Commerce with a Marketing major.

Programme contact
Dr Tim Baird
Course Advisor
E: tim.baird@lincoln.ac.nz
P: 03 423 0249

For more information or to apply visit [www.lincoln.ac.nz](http://www.lincoln.ac.nz) or call 0800 10 60 10.
Looking for a unique qualification? Want to become an expert in moving things around the world? Ready to be in high demand with the help of Lincoln’s great reputation? For amazing career opportunities in almost any industry, this is your degree.

This is a unique degree, majoring in Supply Chain Management, with great career potential. You’ll gain a sound working knowledge of logistics and supply chain management and the skills to manage global supply chains. Plus, as a Lincoln graduate you can expect doors to open for you with leading companies the world over.

Career opportunities
Roles include local, national, international and multinational companies, government and non-government organisations. Such roles include: Supply Chain Analyst – Procurement Officer – Inventory Controller – Operations Manager – Trade Analyst – Defence and Humanitarian Logistics Operator – Freight and International Logistics Manager – and more.

Entry requirements
University Entrance through NCEA, or an approved equivalent qualification.
• If English is not your first language other entry requirements will apply.
Learn more about English language requirements here: www.lincoln.ac.nz/english-requirements

Recommended preparation
• Accounting
• Computing
• Economics
• English*
• Māori Studies
• Maths/Statistics*
*Highly recommended subjects

Intake semesters
You can start in either:
• Semester 1 (late February)
• Semester 2 (mid July)*
There are also options for starting in summer semesters, although the range of courses available would be limited.
*Please obtain course advice if you are thinking about this option.

Additional major or minor
There may be an opportunity to add an additional major or minor to your programme of study. Please refer to the programme course advisor for further information.

Course structure

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Please note this degree structure is indicative only. A course advisor can assist you to select your electives and plan your degree.

Upon successful completion of this degree programme, you will be awarded with a Bachelor of Commerce with a Supply Chain Management major.

Programme contact
Mark Wilson
Course Advisor
E: mark.wilson@lincoln.ac.nz
P: 03 423 0222

For more information or to apply visit www.lincoln.ac.nz or call 0800 10 60 10.
Bachelor of Land and Property Management

This programme is the perfect place to start your career as a land and property professional. It’s one of the most comprehensive degrees of its kind in Australasia, has had a 100% graduate employment rate and you can even do a semester overseas. Ready for a closer look?

Demand for urban and rural property graduates now far outstrips supply. That means you’ll finish your degree able to walk into any number of great jobs.

Key features
-Study urban property or rural property or specialise by adding a major like accounting, finance, investment, or environmental management.
- Gain a degree that is accredited by the Property Institute of New Zealand, the Valuers Registration Board, the Royal Institution of Chartered Surveyors, the Institute of Valuers, the Real Estate Agents Authority, and the Royal Institution of Chartered Surveyors.
- Benefit from a huge range of career options
- Be taught by specialists in the field with international experience, and up-to-date insights into the industry.

Career opportunities
This degree will equip you for roles in areas such as valuation, property management, facilities and asset management, property development, investment and portfolio analysis, real estate brokerage, banking and finance, rural valuation, agricultural banking and finance, and farm consultancy.

Entry requirements
University Entrance through NCEA, or an approved equivalent qualification
- If English is not your first language other entry requirements will apply. Learn more about English language requirements here: www.lincoln.ac.nz/english-requirements

Recommended preparation
- Accounting
- Computing
- Economics
- English
- Geography/Social Studies
- Māori Studies
- Maths/Statistics

*Highly recommended subjects

Intake requirements
University Entrance through NCEA, or an approved equivalent qualification

Entry to this degree is indicative only. A course advisor can assist you to select your electives and plan your degree. You may also be able to do a Rural and Urban Valuation major qualification.

Urban Valuation and Property Management – course structure

Year 1
- ECON 113
- MGMT 101
- SOSC 106
- Elective

Year 2
- VAPM 307
- VAPM 306
- Elective

Year 3
- VAPM 310
- Elective

Year 4
- VAPM 313
- Elective

Please note this degree structure is indicative only. A course advisor can assist you to select your electives and plan your degree. You may also be able to do a Rural and Urban Valuation major qualification.

Compulsory course
Recommended elective
Elective course

Rural Valuation – course structure

Year 1
- ECON 113
- MGMT 101
- SOSC 106
- Elective

Year 2
- VAPM 307
- VAPM 306
- Elective

Year 3
- VAPM 310
- Elective

Year 4
- VAPM 313
- Elective

Please note this degree structure is indicative only. A course advisor can assist you to select your electives and plan your degree. You may also be able to do a Rural and Urban Valuation major qualification.

Compulsory course
Recommended elective
Elective course

Intake semesters
You can start in either:
- Semester 1 (late February)
- Semester 2 (mid July)*

There are also options for starting in summer semesters, although the range of courses available would be limited.

*Please obtain course advice if you are thinking about this option.

Primary Production Specialisation – course structure

The Primary Production Specialisation is an option in conjunction with the Rural Valuation major. Compulsory courses:
- ANSC 105
- MGMT 222
- MGMT 318
- MGMT 340

Plus four of:
- PLSC 104
- ANSC 213
- FORS 270
- PLSC 204
- SOSC 224
- ANSC 312
- PLSC 320
- PLSC 321
- SOSC 320

Additional major or minor
There may be an opportunity to add an additional major or minor to your programme of study. Please refer to the programme course advisor for further information.

Practical work
You’ll need to complete practical work for both majors (urban and rural) during your degree.

Urban Major (12 weeks)
The Urban major requires you to complete 12 weeks practical work. This must include six consecutive weeks to be carried out with one employer.

Rural Major (30 weeks)
The Rural major requires an additional 18 weeks practical work experience in Primary Production and Allied Industries.

For more information, please email the Practical Work Coordinator at practicalwork@lincoln.ac.nz or phone +64 3 423 0061.

Programme contacts
David Dyason
Course Advisor
E: david.dyason@lincoln.ac.nz
P: 03 423 0238

Ed Percy
Course Advisor
E: edward.percy@lincoln.ac.nz
P: 03 423 0252

Mark Dow
Course Advisor
E: mark.dow@lincoln.ac.nz
P: 03 423 0218

Graham Squires
Course Advisor
E: graham.squires@lincoln.ac.nz
P: 03 423 0252

For more information or to apply visit www.lincoln.ac.nz or call 0800 10 60 10.
Studying for a bachelor’s degree? You can include an additional major, which will supplement your degree programme with meaningful study in a complementary discipline.

**Accounting**
Develop the accounting-based knowledge and skills to pursue a wide variety of business careers. This major will massively increase your employability, especially when coupled with a core business major. Learn to evaluate accounting issues in a business environment, use the latest tools and techniques to solve accounting problems and prepare and analyse accounting and finance reports.

**Courses**
The Accounting major consists of eight courses: one 100-level course, four 200-level courses and three 300-level courses. Courses selected at the 300-level for the major cannot be applied to any other qualification.

**Economics**
Use economics to solve real-world problems and gain the expertise to help address a range of global issues. You’ll develop the ability to quantitatively analyse New Zealand value chains (from primary production to end consumers), a skill that is highly sought after by employers.

**Courses**
The Economics major consists of eight courses: two 100-level courses, three 200-level courses and three 300-level courses. Courses selected at the 300-level for the major cannot be applied to any other qualification.

**Facilities Management**
Gain a sound understanding of building form, function, materials, maintenance, processes and facility and corporate legislation. You will be equipped with the knowledge and skills required to develop and manage complex portfolios of real estate assets.

**Courses**
The major consists of eight courses, three at 100-level, two at 200-level and three at 300-level.

**Environmental Management**
This major is strongly aligned with Agriculture, Environmental Science, Tourism Management, Land and Property Management, Landscape Architecture and Recreation Management. If you’re studying for one of these degrees, this major will provide you with essential environmental management skills, leading to employment in the profession.

The public and political interest in environmental issues across a broad range of industries, along with increased media coverage, is likely to increase the importance of the environment in employers’ minds and create more careers for people with environmental management skills.

**Courses**
This major consists of eight courses, which is one-third of a 24-course degree. At least three of the courses are at the 300-level and no more than three can be taken at the 100-level. Courses selected at the 300-level cannot be applied to any other qualification.

**Finance**
Finance lies at the heart of business operations and is a dynamic field within the modern global economy. Develop the advanced knowledge and skills to become a finance expert so that when you join the workforce, you can effectively adapt to a rapidly changing business environment. As New Zealand becomes more dependent on global value chains, greater numbers of university graduates will be required in many industries.

**Courses**
The Finance major consists of eight courses: three 100-level courses, two 200-level courses and three 300-level courses. Courses selected at the 300-level for the major cannot be applied to any other qualification.

**Global Business**
Learn the management techniques required to run global organisations. Develop leadership and strategy skills and have the option of specialising in international marketing, international economics, or business sustainability management.

An emphasis on internationalisation of management, as well as management functions in multinational corporations, will offer employment opportunities all over the world.

**Courses**
The Global Business major consists of eight courses: two 100-level courses, three 200-level courses and three 300-level courses. Courses selected at the 300-level for the major cannot be applied to any other qualification.

**Event Management**
Gain the expertise to pursue a career as an event professional in a range of industries. Event management is a growing area of specialisation at tertiary institutions throughout Australasia and the world. The significance of events has spread beyond the traditional realm of tourism, sport and the arts into the corporate world and a range of other sectors, including hospitality and wine and food production. Corporations, organisations and local councils appreciate the value that events and festivals bring to businesses and local economies as they help to facilitate their role in encouraging community development and engagement.

**Courses**
The Event Management major consists of eight courses – three 100-level courses, two 200-level courses and three 300-level courses. Courses selected at the 300-level cannot be applied to any other qualification.

**Parks and Outdoor Recreation**
The major in Parks and Outdoor Recreation is a multidisciplinary programme bringing together areas of social and ecological science to give a holistic approach to this field of study, equipping students for public and private sector roles in parks and reserves management, visitor services, recreation policy and planning or nature-based tourism.

**Courses**
This major consists of eight courses, which is one-third of a 24-course degree. Courses selected at the 300-level cannot be applied to any other qualification.

**Supply Chain Management**
New Zealand is becoming more dependent on long, complex and vulnerable global supply chains for both imports and exports. Gain a solid grounding in sustainable supply chain practices and the legal framework of global business and prepare to work in supply chain managerial roles within any land-based, manufacturing or service industry. Supply chain management is taught from a systems perspective, to add value to producers, distributors and consumers.

**Courses**
The Supply Chain Management major consists of eight courses: two 100-level courses, three 200-level courses and three 300-level courses. Courses selected at the 300-level for the major cannot be applied to any other qualification.

**Additional majors**
Studying for a bachelor’s degree? You can include an additional major, which will supplement your degree programme with meaningful study in a complementary discipline.

**Economics**
Use economics to solve real-world problems and gain the expertise to help address a range of global issues. You’ll develop the ability to quantitatively analyse New Zealand value chains (from primary production to end consumers), a skill that is highly sought after by employers.

**Courses**
The Economics major consists of eight courses: two 100-level courses, three 200-level courses and three 300-level courses. Courses selected at the 300-level for the major cannot be applied to any other qualification.

**Facilities Management**
Gain a sound understanding of building form, function, materials, maintenance, processes and facility and corporate legislation. You will be equipped with the knowledge and skills required to develop and manage complex portfolios of real estate assets.

**Courses**
The major consists of eight courses, three at 100-level, two at 200-level and three at 300-level.

**Environmental Management**
This major is strongly aligned with Agriculture, Environmental Science, Tourism Management, Land and Property Management, Landscape Architecture and Recreation Management. If you’re studying for one of these degrees, this major will provide you with essential environmental management skills, leading to employment in the profession.

The public and political interest in environmental issues across a broad range of industries, along with increased media coverage, is likely to increase the importance of the environment in employers’ minds and create more careers for people with environmental management skills.

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**Courses**
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**Global Business**
Learn the management techniques required to run global organisations. Develop leadership and strategy skills and have the option of specialising in international marketing, international economics, or business sustainability management.

An emphasis on internationalisation of management, as well as management functions in multinational corporations, will offer employment opportunities all over the world.

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**Courses**
The Supply Chain Management major consists of eight courses: two 100-level courses, three 200-level courses and three 300-level courses. Courses selected at the 300-level for the major cannot be applied to any other qualification.
Choose an additional major or minor

If you're studying for a Lincoln University bachelor's degree, you may be able to include an additional major, which will add depth to your qualification. Please speak to your course advisor to ensure you pick up the right courses for you.

This table will help you to work out which additional majors you can study within your chosen degree.

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Minors are available in accounting, economics, finance, global business, marketing, and supply chain management.

- ✔ Additional major or minor may be available
- • Seek course advice
- X Additional major or minor is included in degree
- X Additional major or minor is not available

Missed out on University Entrance?

Look no further than our Certificate and Diploma in University Studies, which will lead you into a bachelor’s degree programme.

The Certificate in University Studies (CUS) provides language, writing and study skills, along with concepts relating to communication and technology, mathematics, economics and environment. It can be completed fully online through new enhanced virtual courses.

Once you have successfully completed the certificate, you can transfer to the Diploma in University Studies (DUS).

The diploma takes you from a pre-degree stage to entry into the second year of a bachelor’s degree. Depending on your entry qualifications, you can complete it in two or three semesters.

You’ll develop your academic skills and study a range of courses from our bachelor’s programmes.

For more information visit www.lincoln.ac.nz/cus and www.lincoln.ac.nz/dus

Employers are always on the hunt for Lincoln graduates and our degrees open doors. Learn about some of the career opportunities that could come knocking once you’ve finished studying.
Agricultural/Horticultural Consultant Kaiohutouhi Ahuwenua

Agricultural/horticultural consultants advise farmers, growers and organisations on business, production and land management solutions.

Global trends influencing demand for specialist consultants

In the future, jobs in the agricultural and horticultural sectors will be more specialised than before. Reasons for this include:

- Emerging, sophisticated technologies
- A growing market in Asia for products
- Critical issues around food safety, biosecurity, sustainability, the environment and animal welfare.

Agricultural/horticultural consultants

To become an agricultural/horticultural consultant you usually need a Bachelor’s degree in one of the following:

- Agricultural or horticultural science
- Commerce
- Agriculture
- Environmental science.

A driver’s licence is usually required.

Agricultural/horticultural field representatives

- Able to build and maintain relationships with a wide range of people
- Good communicators, with listening and public speaking skills
- Hard-working, friendly, patient and able to inspire confidence
- Good negotiators
- Skilled in analysis and decision making
- Skilled in planning, organising and problem solving
- Able to work under pressure with good time management skills.

What are the chances of getting a job?

Shortage of agricultural/horticultural consultants

Chances of getting a job as an agricultural/horticultural consultant are good due to:

- Growth in the agricultural and horticultural sectors
- More consultants being required to service clients because of growth and change within the sectors
- A shortage of skilled workers
- Increased vacancies because of retirement and promotion.

Demand is likely to increase as farming and orchard systems become more sophisticated and farmers will need independent expert advice from agricultural/horticultural consultants.

Salary range

Pay for agricultural/horticultural field representatives varies depending on their position in the company, ability, experience, and incentives or profit-sharing arrangements.

Entry requirements

Agricultural/horticultural field representatives usually start on about $55,000 a year.

- Cadet or trainee agricultural/horticultural field representatives
- Agricultural/horticultural field representatives with two to three years’ experience can earn from $70,000 and $80,000.
- Agricultural/horticultural field representatives with more than three years’ experience can earn from $90,000 to $120,000.

Job opportunities

The number of agricultural/horticultural field representatives is expected to grow due to:

- The agricultural and horticultural sectors are growing
- More representatives being required to service clients
- Vacancies arise due to staff resignations, retirements and promotions.

Working conditions

Agricultural/horticultural field representatives

- Usually work a 40-hour week but may work longer and irregular hours in summer and autumn during harvest seasons
- Work on farms and in offices
- Work outdoors in all weather conditions
- Travel frequently between workplaces.

Agricultural and horticultural science graduates, or degree in agriculture, horticulture, commerce or farm management is recommended. Knowledge of farm management and farming techniques is an advantage.

Agricultural/horticultural field representatives

- Be hard-working, friendly, patient and able to inspire confidence
- Be good negotiators
- Be accurate and able to use good judgement
- Have good planning, organisational and problem-solving skills
- Have record-keeping skills.

Agricultural/horticultural field representatives

- Cadet or trainee agricultural/horticultural field representatives
- Agricultural/horticultural field representatives with two to three years’ experience
- Agricultural/horticultural field representatives with more than three years’ experience
- Agricultural/horticultural field representatives

Personal requirements

Agricultural/horticultural field representatives need to:

- Have good communication skills, including the ability to relate to a wide range of people
- Be able to build and maintain relationships
- Be hard-working, friendly, patient and able to inspire confidence
- Be good negotiators
- Be accurate and able to use good judgement
- Have good planning, organisational and problem-solving skills
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- Be able to build and maintain relationships
- Be hard-working, friendly, patient and able to inspire confidence
- Be good negotiators
- Be able to work under pressure with good time management skills.

Types of employers varied

Agricultural/horticultural field representatives work for a range of organisations, including:

- Agricultural and/or horticultural consultancy firms
- Government agencies such as Pāmu (Landcorp)
- Iwi and Māori farming businesses
- Large businesses that own, manage or lease orchards or farms
- Rural servicing firms and dairies and dairies
- Specialist agricultural companies such as those involved in animal breeding or research.

Many agricultural/horticultural consultants are self-employed.

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- Specialist agricultural companies such as those involved in animal breeding or research.

Agricultural/horticultural consultants are self-employed.

What are the chances of getting a job?

Good chances of getting a job

Opportunities for agricultural/horticultural field representatives come up regularly because:

- The agricultural and horticultural sectors are growing
- More representatives being required to service clients
- Vacancies arise due to staff resignations, retirements and promotions.

Experienced agricultural/horticultural field representatives are in high demand with companies often offering jobs by rival companies looking to expand their business.
### Auditor

**Kaitatarī Kaute**

Auditors examine and report on the financial records and systems of organisations to ensure they are accurate.

**Pay**

Pay for auditors varies depending on experience and what region they work in:
- New auditors usually earn $45,000 to $54,000 a year.
- Auditors with up to four years’ experience usually earn $54,000 to $70,000.
- Auditors with five to nine years’ experience usually earn $70,000 to $94,000.
- Senior auditors and audit managers may earn $90,000 to $165,000.

**What you will do**

Auditors may do some or all of the following:
- Examine the financial statements and accounting methods of organisations to ensure they are accurate and comply with regulations.
- Find and report accounting errors.
- Check for compliance with regulations.
- Assist with product range and development.
- Review stock levels and order goods for sale.
- Negotiate prices with suppliers.
- Talk with sales representatives and customer services.
- Importing and exporting.

**Entry requirements**

To become an auditor you need a commerce, business or accounting degree, majoring in accounting.

Most employers require you to be a member of Chartered Accountants Australia New Zealand (CAANZ).

**Personal requirements**

Auditors need to be:
- Able to keep information private.
- Motivated and organised.
- Good at making decisions.
- Skilled at solving problems.
- Methodical and accurate.
- Able to work well under pressure.
- Good at communicating.
- Able to analyse and interpret data.

**Strong demand for auditors**

A growing economy, which means the number of businesses requiring audits is increasing.

Stricter government regulations for private and public sector organisations, which need auditors to check for compliance.

An ageing workforce, with many auditors retiring.

Chances of getting work are best if you are an experienced auditor with strong problem-solving and people skills.

According to the Census, 2,178 external auditors and 951 internal auditors worked in New Zealand in 2018.

**Most auditors employed by accounting firms**

Most auditors work for accounting firms, which can range from small, local businesses to large, national or international firms.

Other types of businesses that employ auditors include:
- Legal and financial firms.
- Large private companies and charities.
- Central and local government departments such as Audit New Zealand.

**Pay per year**

| Graduate | $45k-$54k | Senior | $90k-165k |

**Job opportunities**

Due to strong demand.

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### Buyer

**Kaihoko**

Buyers purchase goods to sell in warehouses, shops or department stores.

**Pay**

Pay for buyers varies depending on where they work, what other duties they have, and experience:
- New and assistant buyers usually start on $42,000 to $60,000 a year.
- Buyers with one to five years’ experience usually earn between $60,000 and $115,000.
- Senior buyers can earn between $115,000 and $140,000.

**What you will do**

Buyers may do some or all of the following:
- Review stock levels and order products.
- Learn about new products and consumer trends.
- Talk with sales representatives and negotiate prices with suppliers.
- Inspect, compare and select goods for sale.
- Arrange for payment and delivery.
- Decide how much to charge for goods.
- Assist with product range and development.

**Working conditions**

Buyers:
- Work regular business hours, but may have to work longer hours when travelling.
- Usually work in offices, but also spend time in warehouses and shops.
- May travel to trade shows, seminars and expos.

**Entry requirements**

Buyers need to be:
- Outgoing, confident and persuasive.
- Able to make good judgements.
- Good communicators.

**Useful experience**

Useful experience for buyers includes:
- Sales.
- Storeperson work.
- Customer services.
- Importing and exporting.

**What are the chances of getting a job?**

High competition for buyer jobs.

The retail sector has experienced steady growth in recent years, but has been impacted significantly by the COVID-19 pandemic. There are still buyer vacancies because retail is a large industry.

However, finding a job can be difficult due to high competition for roles.

Employers often fill vacancies by promoting existing staff from positions such as sales assistant, shop manager or area manager.

According to the Census, 1,458 buyers worked in New Zealand in 2020.

**Types of employers varied**

Most large retailers employ buyers. These include:
- Department stores.
- Clothing stores.
- Homeware and hardware chains.

Smaller stores also have buyers, but the job of buying is often combined with other tasks, such as managing the store.

In many cases the owner of the store also does the buying.

This information is a guide only.

Last updated 9 November 2020.
## Data Analyst
**Kaitatari Raraunga**

Data analysts identify and communicate trends in data using statistics and specialised software to help organisations achieve their business aims.

### Pay
Pay for data analysts varies depending on skills and experience.
- Data analysts usually earn between $64,000 and $110,000 a year.
- Data scientists can earn between $105,000 and $133,000.

### What you will do
Data analysts may do some or all of the following:
- Find out what information clients need to make good business decisions.
- Gather or choose data for analysis.
- Ensure the data is reliable.
- Identify trends and patterns within data.
- Interpret numbers to gain business insights.
- Create written or visual reports.

### Working conditions
Data analysts:
- Usually work regular business hours.
- Work in offices or remotely.
- May travel to meet clients.

### Entry requirements
There are no specific requirements to become a data analyst. However, employers usually prefer you to have a diploma or degree in a subject that requires statistical, business and analytical skills, such as:
- Business information systems
- Computer science
- Information management
- Economics
- Maths or statistics.

### Types of employers varied
Employers of data analysts include:
- Highly analytical
- Curious and detail-oriented
- Good at problem solving
- Creative thinkers
- Good communicators.

### What are the chances of getting a job?
Demand for data analysts is strong due to:
- Organisations collecting large amounts of digital data
- The need to make sense of this data so that organisations can gain insights and make sound decisions.
- Developer programmer, database administrator, ICT business analyst and systems analyst appear on Immigration New Zealand’s long-term skill shortage list. This means the Government is actively encouraging skilled data analysts from overseas to work in New Zealand.

According to the Census, 29,202 data analysts and systems analysts worked in New Zealand in 2018.

### Personal requirements
Data analysts need to be:
- Have good leadership skills
- Have excellent people and customer service skills
- Be able to relate to people from a range of cultures
- Have decision-making and problem-solving skills
- Be able to remain calm in emergencies.

### Pay
Pay for hotel managers varies, depending on experience, location and the type and size of establishment they work in.
- Hotel managers usually start on about $42,000, going up to about $200,000 a year.
- Some hotel managers also get on-site accommodation as part of their pay package.

### Working conditions
Hotel managers plan, organise and control the operation of a hotel, including management of staff.

### Entry requirements
There are no specific entry requirements to become a hotel manager.

However, there are some preferred requirements, especially in larger establishments, such as a Bachelor’s degree in business studies, hotel management and/or hospitality management, or another related qualification such as a marketing degree.

### Personal requirements
Hotel managers need to:
- Have excellent people and customer service skills
- Be able to relate to people from a range of cultures
- Be able to accept criticism
- Have good leadership skills
- Have decision-making and problem-solving skills
- Be able to remain calm in emergencies.

### Pay
Pay per year
- Analyst: $64k–$100k
- Scientist: $100k–$153k

### Job opportunities
Good due to strong demand.

### Job opportunities
Good due to strong demand.

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This information is a guide only. Last updated 29 July 2020.

Last updated 19 May 2021.


Production Manager
Kaiwhakahaere Whakaputa

Production managers organise and control the production process in a factory. They ensure that products are made to the right specifications and are ready on time and within budget.

Pay
Pay for production managers varies depending on skills and experience.

- Production managers with one to five years' experience usually earn $65,000 to $100,000 a year.
- Senior production managers may earn between $100,000 and $130,000.

What you will do
Production managers may do some or all of the following:

- Order and co-ordinate materials, supplies and equipment
- Set production goals, timetables and budgets
- Evaluate production processes, and report on production results
- Manage repairs, testing and upgrading of equipment
- Develop new products or production processes
- Recruit and train new production staff
- Meet with clients or customers
- Maintain safety standards in the factory.

Working conditions
Production managers:

- Work regular business hours or do shift work, which may include nights and weekends
- Are usually based in an office or on the factory floor
- May work in conditions that are hot and noisy
- May travel locally or nationally to meet new customers or suppliers.

Entry requirements
To become a production manager you need to have experience working in a related role such as production planner or technical manager. Employers may also prefer you to have a tertiary qualification, such as a certificate or diploma, in one of the following areas:

- Engineering or manufacturing technology
- Food technology
- Purchasing and materials management
- Quality assurance
- Supply chain management or warehouse logistics.

Personal requirements
Production managers need to be:

- Friendly and patient
- Organised, and good at planning
- Good at decision making and problem solving
- Excellent at communicating
- Good at leading people
- Ability to work well under pressure, and deal with conflict.

What are the chances of getting a job?
Growth in manufacturing creates opportunities

Opportunities for production managers are growing because:

- Manufacturing is expanding, with the largest sectors – food products, fabricated metal and machinery – continuing to provide the largest number of opportunities for production managers.
- High-tech companies, such as Fisher & Paykel Healthcare, are growing and require skilled production managers.

Opportunities best for production managers with trades skills
Many manufacturing companies – especially bigger high-tech companies – prefer to employ production managers who have experience in a trade, such as mechanical engineering, or who have a degree.

You can increase your chances by having:

- A good attitude to work
- Good communication and people skills, including being a good team player
- Good literacy and numeracy skills
- An ability to do shift work
- Some trades skills
- An interest in management.

It is also useful to gain:

- Management qualifications
- Diverse experience in the manufacturing process, as production management requires an overview of the production process.

Types of employers varied
Most manufacturing companies have a production manager. In small companies, which are often privately owned, the job may be combined with another role such as team administrator.

This information is a guide only.

Last updated 19 April 2021

Importer/Exporter
Kaiwhiwhi Rawa i Tawhiti/Kaituku Rawa KI Tawhiti

Importers/exporters plan, organise, direct and co-ordinate the operations of an importing or exporting business.

Pay
Pay for importers/exporters varies depending on qualifications, experience, employer and the exact role they perform.

- Entry-level importers/exporters usually start on minimum wage
- Mid-level importers/exporters usually earn $50,000 a year.
- Senior importers/exporters may earn up to $75,000.
- Importers/exporters who run their own companies can earn more than this.

What you will do
Importers/exporters may do some or all of the following:

- Identify local and overseas business opportunities
- Gather information on products and work out the cost of supplying them
- Work with local and overseas suppliers and distributors of goods
- Arrange the shipping of goods into and out of the country
- Negotiate customs, shipping and air freight of goods
- Develop promotional and marketing campaigns for products
- Keep up to date with and financial market rates
- Communicate with government agencies such as Ministry of Foreign Affairs and Trade (MFAT) and Ministry for Primary Industries (MPI).

Working conditions
Importers/exporters:

- Usually work regular business hours, but may have to communicate with people in different time zones at other times
- Work in offices, but may spend time in warehouses and factories
- Often travel overseas to source products, attend conferences and visit markets and trade fairs.

Entry requirements
There are no specific requirements to become an importer/exporter. However, employers often prefer you to have a tertiary qualification, such as a diploma or degree, in shipping and logistics, commerce, or business management majoring in international business.

Personal requirements
Importers/exporters need to be:

- Able to make good judgements
- Quick-thinking and able to work well under pressure
- Good at written and oral communication
- A good attitude to work
- Able to relate to people from a range of cultures and backgrounds.

What are the chances of getting a job?
Chances of getting a job as an importer/exporter average

Chances of getting a job as an importer/exporter are average due to stable numbers of people in the role. Opportunities for importers/exporters largely depend on the strength of the economy in New Zealand, and in countries that New Zealand trades with. Depending on the level of growth, demand for importers/exporters can increase.

Language skills and knowledge of target markets useful
You can increase your chances of getting work as an importer/exporter by:

- Being able to speak a second language
- Having a strong understanding of the culture of a business' target markets
- Having established contacts in a business' target markets.

Types of employers varied
Importers/exporters are often self-employed, or work for manufacturing or distribution companies. They may also work for:

- Export collectives or co-operatives such as Fonterra
- Companies that export some of their goods
- Companies that export goods on behalf of manufacturers
- Retailers
- Distributors.

This information is a guide only.

Last updated 5 May 2021
Purchasing/Supply Officer
Āpiha Hoko

Purchasing/supply officers buy or supply equipment, materials and services at the best price and quality for an organisation.

Pay
Pay for purchasing/supply officers varies depending on skills, experience, the type of work they do and where they work.

- Purchasing/supply officers with one to three years' experience usually earn between $42,000 and $83,000 a year.
- Purchasing/supply officers with more than three years' experience can earn up to $110,000.
- Purchasing/supply managers can earn between $69,000 and $196,000.

Depending on experience and ability, people may also get bonuses and other benefits such as a company car.

What you will do
Purchasing/supply officers may do some or all of the following:

- Work with staff and management to define their needs
- Keep up to date with market trends in the industry in which they work
- Research and identify new suppliers
- Strategise communicating and working with suppliers for orders
- Build relationships and negotiate prices with suppliers
- Order and purchase goods and services that the business needs
- Keep accurate records of payment and delivery of goods and services.

Working conditions
Purchasing/supply officers:

- Work normal business hours
- Work in offices or at places where they supply goods and services
- May travel domestically to find suppliers.

Entry requirements
There are no specific entry requirements to become a purchasing/supply officer, however most employers require a tertiary qualification. A tertiary qualification in procurement or purchasing and supply management can be useful.

Personal requirements
Purchasing/supply officers need to be:

- Good at communicating
- Able to follow a budget
- Good at planning and time management
- Methodical and accurate, with an eye for detail
- Good at negotiating
- Able to work well under pressure.

Useful experience
Useful experience for purchasing/purchase officers includes:

- Customer service
- Administrative work
- Accounting or financial work
- Work in stores and warehousing.

What are the chances of getting a job?
The demand for purchasing/supply officers is growing as businesses and government agencies aim to run more efficiently and profitably. The COVID-19 pandemic has created further demand for purchasing/supply officers because businesses need to have a good supply chain for providing essential products.

There are currently more job vacancies than applicants, so the job is in high demand across a range of government agencies, councils and private industries including construction and infrastructure, manufacturing, IT and aged care.

Procurement manager (senior purchasing/supply officer) appears on Immigration New Zealand’s long-term skill shortage list. This means the Government is actively encouraging skilled purchasing/supply officers from overseas to work in New Zealand.

Types of employers varied
Most medium to large organisations employ purchasing/supply officers to buy the goods needed for their organisation.

This profile is abridged from the CareersNZ website. For a more detailed profile, visit www.careers.govt.nz/jobs-database/business/management-consulting/purchasing-supply-officer/
**Sales and Marketing Manager**
Kaiwhakahaere Hohokohoko

Sales and marketing managers plan and direct the development, promotion and sale of an organisation's goods and services.

**Types of employers varied**
Sales and marketing managers work for organisations in a range of industries that provide and sell products and services, including:
- Retail
- Telecommunications
- Hospitality
- Manufacturing
- Agriculture.

**Pay**
Pay rates for sales and marketing managers vary depending on skills and experience.
- Sales managers usually earn between $85,000 and $130,000 a year.
- Marketing managers usually earn between $70,000 and $180,000.

**What you will do**
Sales and marketing managers may do some or all of the following:
- Plan the sales and marketing activities of an organisation
- Help develop new products and services using market research
- Identify new target markets
- Analyse and report on advertising and marketing campaigns
- Report on sales and make sure sales targets are met
- Manage and develop sales and marketing staff.

**Working conditions**
Sales and marketing managers:
- Usually work regular business hours, but may work weekends or evenings for special events
- Spend most of their time working in offices
- May travel nationally to visit other branches of a company or organisation.

**Entry requirements**
To become a sales and marketing manager you need a Bachelor's degree in marketing, business, economics, commerce, or a related field.

You also need to have relevant sales or marketing experience.

**Personal requirements**
Advertising, sales and marketing managers need to be:
- Creative
- Persistent and motivated
- Able to lead and persuade people
- Enquiring and analytical
- Good at networking and building relationships
- Strong verbal and written communicators
- Skilled at planning
- Able to work well under pressure.

**What are the chances of getting a job?**
Good opportunities for experienced sales and marketing professionals

Your chances of securing a job as a sales and marketing manager are best if you have:
- At least three to five years’ experience in a sales and/or marketing role
- Industry experience relevant to the sector you want to work in
- Strong digital sales and marketing skills, including knowledge of search engine optimisation, e-commerce, social media management, and digital marketing and analytics software.

**Demand for sales and marketing managers driven by many factors**
Demand for sales and marketing managers is strong due to:
- Growing importance of digital communication systems such as social media
- Businesses expanding, which means greater demand for staff to market their goods and services
- Fairly high turnover among sales and marketing staff, as they often change employers or move into more senior positions.

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**Technical Writer**
Kaitiitoi Hangarau

Technical writers create content for printed and online media, such as user guides, manuals, intranet and website pages, and present it in a way that can be easily accessed and understood.

**Pay**
Pay for technical writers varies depending on their skills, experience, and where they work.
- New technical writers usually earn from $50,000 to $60,000 a year.
- Technical writers with one to four years’ experience usually earn between $60,000 and $100,000.
- Experienced technical writers in management positions can earn between $100,000 and $130,000.
- Self-employed technical writers usually earn between $35 and $110 an hour.

**What you will do**
Technical writers may do some or all of the following:
- Work with managers, developers, users and other interested parties to identify their information needs
- Plan, research and create clear, accurate content such as instructions, standard operating procedures, forms and policies
- Create content in various forms such as video, web, audio, hard copy and interactive e-learning
- Analyse work tasks, and manage documentation projects
- Design the layout and structure of documents
- Create language and style guides
- Design and draw business, scientific or technical diagrams/charts
- Edit work of other writers for consistency and clarity
- Test content for its usability
- Manage translations.

**Working conditions**
Technical writers:
- Usually work regular business hours, but may be required to work long or irregular hours depending on project deadlines
- Usually work from offices but may work from home if self-employed.

**Entry requirements**
There are no specific entry requirements to become a technical writer. However, excellent writing skills are required and most employers look for people with a tertiary qualification such as an English degree or certificate in technical communication.

Tertiary qualifications in subjects such as science, engineering, electronics, computer science or commerce are valuable for technical writers in industries where this subject knowledge is required.

**Personal requirements**
Technical writers need to be:
- Excellent communicators, both in writing and orally
- Quick learners
- Approachable, and able to relate to a wide variety of people
- Good at planning, time management and project management
- Methodical, persistent and determined.

**What are the chances of getting a job?**
Strong demand for technical writers

Demand for technical writers is strong due to:
- Companies and organisations needing to have properly documented policies, processes and procedures
- The large number of computer software products and electronic products that need easy-to-understand documentation
- Growing intranet and internet use, which has created more job opportunities for people with technical writing skills
- Growing recognition of the value of clear and concise information, especially online.

**Types of employers varied**
Employers of technical writers include:
- Private companies
- Government agencies
- Computer companies and software developers
- Electronics and equipment manufacturers.

Many technical writers are self-employed and work on contract.

This information is a guide only. Last updated 24 May 2021.
Gregory Fleming  
Bachelor of Commerce (Accounting and Finance)  
Graduate Practice Manager  
Better Health Group  

“Lincoln has lots of choices, especially in the commerce area, including some majors that aren’t available at other universities.”

Gregory relishes the practical skills he gained as part of the programme, as they allowed him to gain an understanding of what it would be like to work in industry.

“The lectures engaged us in blended learning, using in-class practical work and online education.

“I appreciated how the lecturers always have time to see us after class or if we pop in to see them in their offices. They knew my name from early on and I was always welcome to visit them for help or just a life chat.

“They have been very helpful in my journey of working out what I wanted to do in my professional life and showed me a pathway to get there.”

He cited the Bloomberg labs in the Lincoln University Commerce Building as especially useful resources from a finance perspective.

Gregory says Lincoln helped him to work out exactly what he wants to do with his life and how to get there.

“It allowed me to develop the skills I need to help solve tomorrow’s problems.”
Maddy Sinclair
Bachelor of Commerce
E-Commerce Manager | Natural Pet Food Group

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

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

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

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

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

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

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

Jordan Pentecost
Bachelor of Commerce, Postgraduate Diploma in Finance
CFO at Koau Capital Partners

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

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

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

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

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

Following his studies, he secured a graduate role at Ernst & Young in Private Client Services.

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

Ben Gilmour
Bachelor of Commerce
Director, Moore Markhams

Ben Gilmour credits his time at Lincoln University as opening a few doors for him. Graduating in 2008, his Bachelor of Commerce, majoring in Accounting and Business Management, allowed him to go straight into roles with Deloitte and PricewaterhouseCoopers, giving him “a fantastic start to his accounting career.”

“It gave a great platform and experience to gain my chartered accounting qualification,” he says. Then the big OE called him and he travelled through Asia and the United States, before landing his current role.

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

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

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

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

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

Andrew Bishop
Bachelor of Commerce
Managing Director, Findatruckload

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

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

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

Martyn Oostveen
Bachelor of Commerce (Agriculture)
Managing Valuer, Opteon

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

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

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

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

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

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

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

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

Chloe Balderstone
Bachelor of Commerce in Food Science and Marketing (Hons)
Sales Manager, Dairyworks

Chloe Balderstone attended Lincoln University on a hockey scholarship while studying for a Bachelor of Commerce in Food Science and Marketing (Honours).

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

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

Now working as a Sales Manager at Dairyworks, Chloe says she’s passionate about quality food and relationship management, which she enjoys doing in her current role.

www.lincoln.ac.nz
Lincoln University — Growing careers
Graduate pathways

**Anna Paget**  
**Bachelor of Commerce (Agriculture)**  
**Rural Valuer, Telfer Young**  
Anna Paget, who graduated in 2014, decided to attend Lincoln University because of its “great reputation in the agricultural sector.”

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

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

Anna says the field trips stand out as the most valuable aspects of her study at Lincoln.

“Looking back, I realise how important these were to our learning,” she says. “They really gave us the ability to apply what we had learned to the real world and being able to have real world experiences is absolutely worth the long bus trips.”

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

When asked if she has any advice for prospective Lincoln students, she stresses the importance of getting involved in campus life.

“Don’t be shy. Of course we are all there to get an education but take the time to make some great memories too,” she says.

**Huey van Vliet**  
**Bachelor of Commerce (Agriculture), Bachelor of Commerce (Honours)**  
**Commercial Director, Kerry**

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

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

After Lincoln, Huey went to work for Landcorp until he got a rugby contract in the Netherlands playing for both the national side and the Haagsche Rugby Club.

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

**Richard Taylor**  
**Bachelor of Commerce, Accounting and Finance**  
**Director, McCoy & Co Limited**

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

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

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

When asked if he still keeps in touch with staff and friends from Lincoln, he says: “Absolutely. They are all over the place.”
Many of our programmes have a practical work component. It’s considered a crucial aspect of study for some courses and offers experiences in a broad range of relevant careers. You’ll normally carry out practical work during summer breaks and it will be closely linked to the lecture material in your study programme. While it’s your responsibility to find practical work placements, the Practical Work Coordinator can help by putting you in touch with employers who are already connected with us. You’re strongly encouraged to seek out a diverse range of practical work opportunities.

Why practical work?
Practical work will:
• Complement your studies and enhance the marketability of your qualification
• Give you a chance to experience new learning environments
• Expose you to the appropriate industry environment, including its technical, economic and social environments
• Teach you to perform a range of tasks specific to the industry environment including skills in observation, information gathering, data analysis, and report writing
• Equip you with more knowledge of industry employment opportunities.

Go beyond textbooks and the classroom and enjoy a range of practical learning opportunities as part of your degree.

For more information, please contact the Practical Work Coordinator at practicalwork@lincoln.ac.nz or +64 3 423 0061. Ask for a practical work handbook.

I’m a hands-on person, so practical work gives me a better understanding of the course content.
Kylie Lyders
Key Dates and Events

Here are some of the events you won’t want to miss as you consider your Lincoln journey.

Information Evenings
A chance to chat with academics from our areas of specialisation, network with existing students and find out more about accommodation, scholarships and student wellbeing and experience in a relaxed atmosphere in a city venue with nibbles and beverages.

Hui Whakatuwhera Open Day
A whole day when you can tour our campus and learn why Lincoln University is such a great place to study with subject presentations and lecturers and students available to answer all of your questions.

Halls application start/finish and moving in
Do you want to live on campus and get the full “Lincoln experience”? Halls applications open in October and move in is in February.

Scholarship applications
We have hundreds of scholarships available, but Lincoln scholarships like Future Leader and Sports Scholarships close in August. You can check them all out on our website, see if you meet the criteria, and find out all the closing dates.

Enrolments
Enrolments open in October but you can apply anytime. Once we have offered you a place and you have accepted then you can begin your enrolment.

Rā Whakawhanaukataka - Orientation Day
Rā Whakawhanaukataka-Orientation Day brings together our new students to celebrate the start of their Lincoln University journey.

You’ll meet other students, learn what it means to belong to the Lincoln whānau and find out what to expect in your first lectures.

Preparation Week
Preparation Week is the perfect time for new and existing students to get assistance with completing to-do lists (including enrolment) and find your way around campus before the start of lectures.

Make sure you go to www.lincoln.ac.nz/key-dates for more info and the exact dates these exciting events take place.
Apply and enrol at www.lincoln.ac.nz/apply

Ready. Set. Grow.

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P: +64 3 423 0000 (International)

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

E: grow@lincoln.ac.nz
P: 0800 10 60 10
P: +64 3 423 0000
www.lincoln.ac.nz/liaison

Te Manutaki Office of Māori & Pasifika Development
The Māori and Pasifika team are here to support you on your educational journey, including study, scholarships, wellbeing and cultural support.

P: +64 3 423 0000
E: ompd@lincoln.ac.nz
www.lincoln.ac.nz

Campus Tours
We offer personalised guided campus tours with an individualised itinerary so you can experience the parts of campus that interest you the most. Tours take about 60 minutes.

To book your tour, get in touch with one of our Student Liaison Officers. Send us your contact details along with a list of your interests and we’ll be in touch.

International Office
The International Office promotes and markets Lincoln University to prospective international students and works with its global network of education agents to provide high quality customer service. We also support students with programme and course advice and help students through the University’s applications and enrolment processes.

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View the Lincoln University campus map at www.lincoln.ac.nz/map