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.
Lincoln and the Canterbury region

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 bungy jump, hike, mountain bike, raft, surf, swim, play golf, shop, visit vineyards 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.

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 every area 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.

Bridging the gap.

Urban meets rural at Lincoln, with students arriving from bustling cities, remote country farms and everywhere in between. They all find 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 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>
<th>84%</th>
</tr>
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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>graduate employment rate, the highest in NZ</td>
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</table>

| 13.3:1 | Genuine | 3,483 |
| student to staff ratio | student staff interaction | undergraduate & postgraduate students |

| Attracts urban & rural students | Higher percentage of graduates compared to national average | 3rd oldest University in New Zealand |

| 9 | 17 |
| farms | research centres |

Areas of specialisation & qualifications

Higher percentage of graduates compared to national average
Attracts urban & rural students
3rd oldest University in New Zealand
13.3:1 student to staff ratio
Genuine student staff interaction
3,483 undergraduate & postgraduate students
9 farms
17 research centres
Lincoln University's areas of specialisation

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

Business

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 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.

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. 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.

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.
Bachelor of Commerce (Agriculture)

If you’re not one to follow the herd, here’s the degree for you. It’s specialised, industry-related and prepares you for leadership in both farming and agribusiness.

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
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.

Programme contacts
Elizabeth Burt
Course Advisor
E. elizabeth.burt@lincoln.ac.nz
P. 03 423 0266

Victoria Westbrooke
Course Advisor
E. victoria.westbrooke@lincoln.ac.nz
P. 03 423 0272

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

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
- Accounting
- Agriculture/Horticulture
- Biology
- Chemistry
- 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)*

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

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

Course structure

<table>
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<tr>
<th>Year 1</th>
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<tr>
<td>MGMT 340</td>
<td>MGMT 317</td>
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</tbody>
</table>

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

Compulsory course  Elective course  Recommended elective course

I decided to attend Lincoln because of its great reputation in the agricultural sector.

Anna Paget Bachelor of Commerce (Agriculture)
Bachelor of Commerce (Agriculture and Professional Accounting)

Become 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 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
- This degree will enable you to meet the academic requirements for:
  - 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.

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

*Highly recommended subjects

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

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.

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.

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

Victoria Westbrook
Course Advisor
E. victoria.westbrook@lincoln.ac.nz
P. 03 423 0272

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

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.

Course structure
Year 1
Choose two from

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<tr>
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Year 2

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<td>or MGMT 214</td>
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Year 3

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<td>MGMT 340</td>
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Year 4

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</table>

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

Compulsory course
Elective course
Recommended elective course

Duration (Years)
4

Intake (Semesters)
1 2
This programme will develop graduates with a sound foundation in commerce coupled with an understanding of environmental issues and sustainability in a land-focused context. This will enable them to blend these in a manner that can drive innovative, integrated sustainable solutions for businesses in multiple sectors at local, national, and global levels.

Jeff Heyl
Programme Director

This degree integrates people, planet and profit to reflect stewardship of the planet, while returning a fair and equitable profit to individuals, organisations and the community. It also 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 create 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 drive integrated sustainability initiatives and goals at local, national and global levels.
- 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.

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

Entry: 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
- *Highly recommended subjects.

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

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.

Course structure

<table>
<thead>
<tr>
<th>Year 1</th>
<th>LINC 101</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.

*These prescribed courses are pending approval.

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.

Career 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
- Computing
- 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

Year 1
- COMM 111
- COMM 112
- ECON 113
- HORT 107
- LWST 114
- MKTG 115
- PLSC 104
- SOSC 106

Year 2
- HORT 222
- NGMT 106
- NGMT 214
- NGMT 216
- NGMT 222
- Elective
- Elective
- Elective

Year 3
- BMGT 221
- NGMT 318
- NGMT 346
- NGMT 344
- Elective
- Elective
- Elective
- Elective

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 a career in accounting and finance than just numbers. Here's a degree that gives you all the skills you need to become sought after with companies here and overseas.

Career opportunities
You'll be ideally placed for a number of substantial careers in areas such as professional accounting, banking, financial consulting, stock broking, investment analysis, auditing, business advisory, insurance, rural banking, rural accounting and financial control.

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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<tr>
<th>Year 1</th>
<th>ECON 110</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.

Gregory Fleming
Bachelor of Commerce (Accounting and Finance)
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*

Recommended subjects
*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.

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.

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

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 organisations and research institutions
• Study part of your degree abroad through our student exchange programme.

Career opportunities
Graduates work both in government and industry.
Career opportunities include working in economics and business analysis, research, and trade and enterprise policy advisory and analysis.

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.

Duration (Years)
3
Intake (Semesters)
1 2
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

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.

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

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.

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 recomences, 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.

Key features
- Lectures, tutorials and field trips are taught and guided by Lincoln lecturers and guest experts from the hotel and tourism industry
- This degree is an internationally recognised qualification
- Graduates will be trained and educated to be critical thinkers, innovators and problem solvers
- Internships can be undertaken in approved hotel or tourism businesses or at The Hermitage Hotel, Aoraki-Mt Cook, a world-renowned hotel in the South Island of New Zealand.

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.
You’ll need to submit evidence of your completed hours, as well as a written report, to the Practical Work Coordinator.

Course structure

<table>
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<th>Year 1</th>
<th>TOUR 121</th>
<th>COMM 112</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 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.
Bachelor of Commerce (Marketing)

I focused on marketing and economic courses, they were hugely beneficial for my current role.

Maddy Surie
Bachelor of Commerce

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
- Prepare 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. You could work in areas such as market advisory, brand analysis, sales development management, event marketing or media planning, 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

Recommended preparation
- 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.

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
- 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)*
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*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.

I focused on marketing and economic courses, they were hugely beneficial for my current role.

Maddy Surie
Bachelor of Commerce

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.

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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
- 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.

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
- 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.
Bachelor of Commerce (Supply Chain Management)

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 around the world.

Key features
- With this degree, you’ll learn how a fully coordinated product-market system works
- Lincoln graduates with this major are quickly snapped up
- We are the only university to have an MOU with Kuehne + Nagel – the second biggest logistics and supply chain company in the world.

Career opportunities
Roles include local, national, international and multinational companies, government and non-government organisations. You could work in such areas as supply chain analysis, procurement, inventory control, operations management, trade analysis, defence and humanitarian logistics, or freight and international logistics management.

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
Year 1
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<thead>
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<th>SEMESTER 3</th>
<th>SEMESTER 4</th>
</tr>
</thead>
</table>

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

Career opportunities
Roles include local, national, international and multinational companies, government and non-government organisations. You could work in such areas as supply chain analysis, procurement, inventory control, operations management, trade analysis, defence and humanitarian logistics, or freight and international logistics management.

For amazing career opportunities in almost any industry, this is your degree.

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

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.

Andrew Bishop
Bachelor of Commerce
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 Real Estate Agents Authority, and the Royal Institution of Chartered Surveyors.
• Benefit from a huge range of 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.

Recommended preparation
• Accounting
• Computing
• Economics
• English*
• Geography/Social Studies
• Maori Studies
• Maths/Statistics
*Highly recommended subjects

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

Urban Valuation and Property Management – 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. You may also be able to do a Rural and Urban Valuation major qualification.

Rural Valuation – course structure

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<tr>
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</table>

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.

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, SOGC 224, ANSC 312, PLSC 320, PLSC 321, SOGC 320

Career opportunities
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.

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

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 of practical work. This must include six consecutive weeks with one employer.

Rural major (30 weeks)
The Rural major requires an additional 18 weeks of 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.

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.

Programme contacts
David Dyson
Course Advisor
E: david.dyson@lincoln.ac.nz
P: 03 423 0218

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

Mark Dow
Course Advisor
E: mark.dow@lincoln.ac.nz
P: 03 423 0202

Graham Squires
Course Advisor
E: graham.squires@lincoln.ac.nz

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

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.

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.

Marketing

Develop the expertise to make the right marketing decisions for businesses, consumers, society and the environment. Become aware of the profession’s social, ethical, moral and legal standards and their impact on society. You’ll learn the concepts and tools to be a productive and responsible marketing professional.

Courses

The Marketing major consists of seven courses: two 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.

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 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

Tourism Management

A knowledge of tourism adds an extra level of expertise if you would like to work in a range of organisations charged with protecting the physical environment. To be more effective, planners, designers and developers need to understand the behaviour of tourists. Understanding the commercial differences of tourism compared with other sectors of the economy will be invaluable if you’re studying for a business degree.

Water Management

Water management is a particular challenge for New Zealand, given that the nation’s primary and tourism sectors are underpinned by high-quality fresh water and ecologically sustainable waterways. In addition, there are a number of ‘soft core’ options (30 credits). Courses selected at the 300-level cannot be applied to any other qualification.

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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.
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.

<table>
<thead>
<tr>
<th>Degree</th>
<th>Accounting</th>
<th>Agricultural Management</th>
<th>Environmental Management</th>
<th>Event Management</th>
<th>Finance</th>
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<th>Parks and Outdoor Recreation</th>
<th>Supply Chain Management</th>
<th>Tourism Management</th>
<th>Water Management</th>
</tr>
</thead>
</table>

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

- Additional major or minor may be available
- Additional major or minor is included in degree
- 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.

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.

For more information visit www.lincoln.ac.nz/cus and www.lincoln.ac.nz/dus
Agricultural/Horticultural Consultant
Kaitohuho Ahuwenua

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

Entry requirements
To become an agricultural/horticultural consultant you usually need a Bachelor’s degree in one of the following:
- Agricultural or horticultural science
- Environment science.

A driver’s licence is usually required.

Personal requirements
Agricultural/horticultural consultants need to be:
- 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 decision making
- Skilled in planning, organising and problem solving

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 businesses 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.

Global trends influencing demand for specialist consultants

In the future, jobs in the agricultural and horticultural sectors will be more specialised than before. For reasons this include:
- Emerging, sophisticated technologies
- A growing market in Asia for products
- Critical issues around food safety, biosecurity, sustainability, the environment and animal welfare.

Therefore, there is high demand for skilled consultants who can provide independent, qualified advice and analysis in these specialist areas:
- Nutrient budgeting and planning
- Farm and orchard environmental plans
- Resource consent applications
- Water quality monitoring and laboratory testing
- Wastewater and effluent testing and application modelling
- Geographic information system (GIS) mapping.

Types of employers varied
Agricultural/horticultural consultants can 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 fertiliser or dairy companies
- Specialist agricultural companies such as those involved in animal breeding or research.

Many agricultural/horticultural consultants are self-employed.

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

- Cadet or trainee agricultural/horticultural field representatives usually start on about $55,000 a year.
- Agricultural/horticultural field representatives with two to three years’ experience usually earn between $70,000 and $90,000.
- Agricultural/horticultural field representatives with more than three years’ experience can earn from $90,000 to $120,000.

Agricultural/horticultural field representatives with over three years’ experience sometimes earn a base salary and commission.

What will you do?
Agricultural/horticultural field representatives may do some or all of the following:
- Advise clients about product usage, property management and change within the sectors
- Buy and sell seeds and grains, and advise clients on crop and livestock management.

Pay per year
Graduate
Senior
$55k–$60k
$65k–$100k

Job opportunities
This profile is abridged from the CareersNZ website. For a more detailed profile, visit agriculture-horticulture/agricultural-horticultural-consultant/

Agricultural/Horticultural Field Representative
Mangai Taiao Ahuwenua

Agricultural/horticultural field representatives sell products such as farm equipment, and advise clients on crop and livestock management.

Entry requirements
There are no specific requirements to become an agricultural/horticultural field representative. However, a diploma or degree in agriculture, horticulture, commerce or farm management is recommended. Knowledge of farm management and farming techniques is an advantage.

A driver’s licence is usually required.

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
- Have record-keeping skills.

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 and are often offered jobs by rival companies looking to expand their business.

Types of employers varied
Employers of agricultural/horticultural field representatives include:
- Agricultural/horticultural supply businesses
- Specialist grain and seed companies
- Fertiliser companies
- Multinational agrichemical companies

Agricultural/horticultural field representatives are usually based at a branch office, store or depot of their employer. A few agricultural field representatives are self-employed.

This profile is abridged from the CareersNZ website. For a more detailed profile, visit agriculture-horticulture/agricultural-horticultural-field-representative/

Agricultural field representatives jobs not always advertised
Agricultural/horticultural field representative vacancies are not always advertised, as most companies fill roles through internal promotions or by agriculture or horticulture graduates approaching them directly.

Most nationwide companies operate a trainee programme for new entrants or graduates.

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

What you will do
• Work in offices at accounting firms, • Usually work regular business hours, but may have to work longer hours when travelling • Examine the financial statements and check for compliance • Check funds are used wisely • Prepare audit reports, explain findings to managers, and advise on solutions to any problems • Check that organisations have followed audit recommendations.

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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).

Pay per year
Graduate $45,000 to $54,000
Senior $70,000 to $80,000

Working conditions
Auditors:
• Able to work well under pressure • Able to analyse and interpret data. • Good at communicating • Good at making decisions • Motivated and organised • Skilled at solving problems • Methodical and accurate • Able to work in teams • Able to learn quickly • Skilled at problem solving • Skilled at decision making • Skilled at data analysis. What are the chances of getting a job?
Strong demand for auditors Auditors are in demand due to:
• 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.

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 • Decide how much to charge for goods • Assist with product range and development.

Pay
Pay 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.

Entry requirements
There are no specific entry requirements to become a buyer, but employers usually prefer you to have retail experience, or tertiary qualifications in business, marketing, management or commerce.

Useful experience
Useful experience for buyers includes:
• Sales • Customer services • Storeperson work • Sales • Importing and exporting. What are the chances of getting a job?
High competition for buyer jobs The retail sector is an important sector in the economy, which means there are many buyer jobs available. 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 store assistant, store manager or area manager.

POOR GOOD
Average

Pay per year
Graduate $42,000 to $50,000
Senior $60,000 to $140,000

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.

Entry requirements
Buyers need to be:
• Able to make good judgements • Outgoing, confident and persuasive • Skilled at negotiating • Skilled at problem solving • Skilled at decision making • Skilled at data analysis.

Types of employers
These include:
• Homeware and hardware chains. • Clothing stores • Department stores • Homeware and hardware chains.

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

Pay
Pay per year
Graduate $45K–$54K
Senior $70K–$80K

Useful experience
Useful experience for buyers includes:
• Sales • Importing and exporting.

POOR GOOD
AVERAGE

Entry requirements
To become a buyer you need a commerce, business or accounting degree majoring in accounting. Most employers require you to be an experienced auditor with strong problem-solving and people skills.

Pay per year
Graduate $45,000 to $54,000
Senior $70,000 to $80,000

Working conditions
Buyers:
• Able to analyse and interpret data. • Good at communicating • Good at making decisions • Motivated and organised • Skilled at solving problems • Methodical and accurate • Able to work in teams • Able to learn quickly • Skilled at problem solving • Skilled at decision making • Skilled at data analysis.

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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.
- 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:
- Tertiary institutions
- Retail, marketing and finance companies
- Pharmaceutical and telecommunications companies
- Government and public sector organisations.

Pay per year
Analyst: $64k–$110k
Scientist: $105k–$133k

Demand for data analysts rising
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 developer programmers, database administrators, ICT business analysts and systems analysts worked in New Zealand in 2018.

Hotel Manager
Kaiwhakahaere Hotera
Hotel managers plan, organise and control the operation of a hotel, including management of staff.

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:
- Usually work long and irregular hours including weekends, evenings and most public holidays.
- May live on site and be on call.
- May need to travel to other areas to carry out promotional activities.

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.

Host responsibility
If the premises are licensed to sell alcohol, the hotel manager must be at least 20 years old and hold a manager’s licence. To apply for this, you must hold a Licence Controller Qualification (LCQ), which is administered by ServiceIQ. A driver’s licence is also preferred, as hotel managers may need to pick up necessary items or drive home intoxicated people as part of their host responsibility.

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.

Types of employers varied
Hotel managers may work for:
- hotels
- hostels
- motels and lodges
- bars, pubs and nightclubs.

This information is a guide only.
Last updated 29 July 2020.
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 $150,000.

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 supplies and equipment
• Work regular business hours or do in warehouses and factories
• May travel locally or nationally to other times
• May work in conditions that are hot
• 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.

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
• Able 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.

Importers/Exporters
Kaiwhihi 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 exchange 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
• Good at time management
• Able to work well alone and as part of a team
• 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.
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 per year
Officers
$45k–$110k
Managers
$69k–$196k

Average
Poor
Good
Job opportunities
Good
due to strong
demand

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/procurement 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 information is a guide only.
Last updated 23 February 2021
### Sales and Marketing Manager
**Kaiwhakahaere Hokohoko**

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

**Entry requirements**
- May travel nationally to visit offices
- Usually work regular business hours, but may be required to work long or irregular hours depending on project deadlines

**Pay**
- Pay rates for sales and marketing managers vary depending on skills and experience.
  - Sales managers usually earn between $45,000 and $300,000 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.

**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.

**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.

**What are you looking for?**
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.

### Technical Writer
**Kaitiito 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.

**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.

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

**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.

**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**
- 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.

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

**POOR GOOD AVERAGE**

**Job opportunities**
Good due to strong demand.
Growing careers

At Lincoln, growing the future is what we’re all about. Meet some of our current and past students, who are well on their way to achieving their dreams.

Gregory Fleming
Bachelor of Commerce (Accounting and Finance)
Graduate Practice Manager
Better Health Group

Gregory Fleming says Lincoln University has plenty of course options, especially in the commerce area, “including some majors that aren’t available at other universities.”

Now working as a Graduate Practice Manager at Better Health Group, Gregory relished the practical skills he gained as part of the programme, as they allowed him to develop 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 cites 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.”
Graduate pathways

Maddy Sinclair
Bachelor of Commerce
Sales Operations 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.”

Graduating with a Bachelor of Commerce, focusing on marketing and economics, she says the courses she studied were hugely beneficial for her current role as Sales Operations Manager at Natural Pet Food Group Ltd.

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

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 Natural Pet Food Group Ltd. “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.

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 set him up perfectly for a career in corporate finance.

Jordan attended the university 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.

After completing his B.Com, Jordan received a Postgraduate Diploma in Finance the following year.

He 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.”

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“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.

Ben Gilmour
Bachelor of Commerce
Director, Nexia New Zealand (Hawke’s Bay)

Ben Gilmour credits his time at Lincoln University with opening a few doors for him. Graduating with a 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 factors making 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.”

Ben’s interest in farm accounting drew him to Lincoln in the first instance. He particularly enjoyed the practical aspects of the courses and appreciated the university’s agricultural background.

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

Three words summing up his Lincoln experience, are “fun, unique and rewarding.”

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Graduate pathways

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

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 graduated with a Bachelor of Commerce (Agriculture) in Rural Valuation and Agricultural Management.

The prospect of attending Lincoln University appealed to him because he knew he was interested in 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.

Andrew Bishop
Bachelor of Commerce
Managing Director, Findatruckload

Originally from 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.”
Graduate pathways

Anna Paget
Bachelor of Commerce (Agriculture)
Registered Rural, Lifestyle and Residential Property Valuer, TelferYoung

Anna Paget decided to attend Lincoln University because of its "great reputation in the agricultural sector".

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

She received a Bachelor of Commerce (Agriculture), majoring in Rural Valuation, and now lives in Napier where she secured a role as a Registered Rural, Lifestyle and Residential Property Valuer at Hawke’s Bay’s TelferYoung.

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

Looking back, I realise how important these were to our learning. 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.

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 was impressed by the 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.

Practical information

I’m a hands-on person, so practical work gives me a better understanding of the course content.

Kylie Lyders

For more information, please contact the Practical Work Coordinator at practicalwork@lincoln.ac.nz or +64 3 423 0081. Ask for a practical work handbook.
Key Dates and Events

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

Information Evenings
Head to a central city venue and enjoy nibbles and beverages as you chat with academics from our areas of specialisation, network with existing students and find out more about accommodation, scholarships and the student experience.

Hui Whakatuwhera
Open Day
Spend an entire day touring our campus and learning why Lincoln University is such a great place to study. Attend subject presentations and have all your questions answered by our friendly lecturers and current students.

Halls application start/finish and moving in
Live on campus and get the full Lincoln experience. Halls applications open on 1 August, first offers are sent in October, and move-in is in February.

Scholarship applications
We have hundreds of scholarships available, but Lincoln options like Tihi Kahuraki, Future Leader and Sports Scholarships open in May and 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 the enrolment process.

Rā Whakawhanaukata - Orientation Day
Rā Whakawhanaukata - 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

Ready. Set. Grow.

Apply and enrol at
www.lincoln.ac.nz/apply

Lincoln University
Te Waihora Campus
Ellesmere Junction Road/Springs Road
PO Box 85084, Lincoln University
Lincoln 7647
Canterbury, New Zealand
E: grow@lincoln.ac.nz
P: 0800 10 60 10 (NZ)
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.
E: international@lincoln.ac.nz
P: 0800 10 60 10
P: +64 3 423 0000
www.lincoln.ac.nz/international-office

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

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