



# bachelor of commerce (BCom)

Three-year degree – Internationally accredited

YOUR PLACE IN THE WORLD



Where do you want your career to take you? The School of Business has a range of courses on offer to help you climb high.

Whether your interests lie in numbers and statistics, communication and management, or tourism and international travel, the Bachelor of Commerce (BCom) has a programme suited to you.

As a BCom student you create an individualised course by studying a range of papers offered in the School of Business and across the University. You can complete your BCom with a single major, or combine two areas of interest and graduate with a double major, such as accounting and marketing.

The BCom combines flexibility with employability and has been benchmarked against international business education standards ensuring your hard work as a student pays dividends when you enter the workforce.

**UNIVERSITY OF OTAGO  
SCHOOL OF BUSINESS**

[www.otago.ac.nz/business](http://www.otago.ac.nz/business)

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## BCom Majors:

For a Bachelor of Commerce degree you must specialise/major in at least one of the following subjects:

- ~ Accounting
- ~ Economics
- ~ Economics and Statistics
- ~ Finance
- ~ Information Science
- ~ International Business
- ~ Management
- ~ Marketing Management
- ~ Tourism

## BCom Core (BSNS Papers)

Within the BCom there are certain papers which you are required to take – some are required as part of your chosen major, others are required as part of the overall BCom degree requirements, which are referred to as core papers. Core papers provide you with a background on all BCom majors.

As part of your BCom you will be required to take seven introductory 100-level papers. Each core paper is worth 18 points.

### BSNS 102 Quantitative Analysis for Business

An introductory course in business statistics designed specifically for students completing a BCom.

### BSNS 103 Marketing and Consumption

Explores the ways that our consumer society works and the roles that marketers play.

### BSNS 104 Principles of Economics I

Introduces the analysis of predominantly market economies and how they work as a whole, both in New Zealand and international contexts.

### BSNS 105 Management and Organisations

Develops understanding of individual and group behaviour, communications, and the management of operations and human resources within organisations.

### BSNS 106 Information and Communication in Organisations

Develops understanding of the role and nature of information within an organisation, and the manner in which information is structured, processed and communicated to enable efficient and accurate decision making.

### BSNS 107 Understanding Accounting

Basic financial and management accounting and an introduction to basic business law principles.

### BSNS 108 Business Finance

An introduction to the principles of finance, especially in the context of a business. Topics also covered include ethics in regard to handling money and relevant laws and regulations.

## Flexibility

In addition to studying core BCom papers you can choose to add a wide variety of other business papers to your degree. Your principal area of study, referred to as your 'major' can be complemented by a second major (double major), a minor, interest only papers, or even another degree (double degree) such as a Bachelor of Arts, or Bachelor of Science.

To complete a BCom you must complete a minimum of 360 points of which 180 points must be above 100-level. Up to 90 points may be taken from outside Commerce (e.g. Humanities or Sciences) meaning you can study a paper such as Japanese or Nutrition and gain credit towards your BCom.

It is important to understand that core papers do not make up a foundation year. If one of them is a prerequisite for a 200-level paper in your study programme you must complete and pass that paper first. Aim to complete all BSNS papers before starting 300-level study. Advisors of studies will help organise your programme and papers during Course Approval at the start of the academic year.

**Note:** *The International Business major has a requirement to study a foreign language. Because conducting business is an increasingly global activity students completing other major subjects within the BCom or BCom (Hons) are encouraged to consider studying a foreign language as interest papers or completing a minor in that language.*

## Wider Opportunities

As a BCom student you'll have a great time, plus have loads of opportunities to make your student years memorable.

- ~ Audacious business competition – Win cash!
  - Develop your own business idea
- ~ Business case study competitions
  - National & international opportunities
- ~ International student exchange programme
  - Study overseas during your degree
- ~ OCOM (School of Business Students' Association)
  - Connect with business students
- ~ Orientation
  - Experience an Otago tradition
- ~ School of Business and University scholarships
  - Get financial help while you study
- ~ Graduate recruitment opportunities
  - Meet prospective employers
- ~ Visiting Executive Seminar Series
  - Get up close with industry experts
- ~ Honours or postgraduate study
  - Further develop your business acumen

Life after Otago is just as good as when you were studying. Otago Commerce graduates have an excellent reputation nationally and internationally and can be found across all industry sectors. It is not uncommon for our graduates to end up in a range of different roles during their careers – some very different from their original specialty. The BCom prepares graduates for the dynamic workforce by equipping them with a broad understanding of all aspects of business.

For questions about the Bachelor of Commerce  
Tel 0800 80 80 98  
Email [university@otago.ac.nz](mailto:university@otago.ac.nz)

## Still at School and thinking of studying a BCom?

The Bachelor of Commerce is open entry. This means that if you have obtained University Entrance you can enter the BCom programme.

## Prior study – NCEA

The NCEA system offers students many areas of study. While there are no prerequisite subjects for completing a Bachelor of Commerce we recommend you study English and Maths to Year 13 (Level 3 NCEA). As the business world is truly global we also suggest you study a language – although you can always begin learning one once you get to Otago.

## Student Exchange

The University of Otago has exchange agreements with more than 70 institutions in over 30 countries. If your marks average B or better, you may qualify to attend one of these institutions for one semester or for a year.

You pay only your New Zealand fees and complete your qualification within the same timeframe as if you'd never been away. Commerce students are also encouraged to participate in one of the more than 40 specific business exchanges the School of Business offers.

For more information on the BCom required papers and required papers for individual majors please visit:

[www.otago.ac.nz/business](http://www.otago.ac.nz/business)

Course Advisors are available throughout the year to help you organise your BCom programme and papers.

**Core paper:** A compulsory paper students should aim to complete before entering 300 level BCom studies. Also referred to as a BSNS paper

**Major:** A subject chosen as the main area of study for your degree

**Minor:** A selection of papers in a particular subject which can be acknowledged in addition to a major subject.

**Prerequisite:** Requirements to be met before a paper or course may be taken.

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