

2027

Programme Handbook

Bachelor of Applied Management and Graduate Diploma
Programmes (Level 7)



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Study Information

CH3988 Bachelor of Applied Management

Level: 7, Duration: Full-Time 3 years, Total Credits: 360

5693 (CH4089) Graduate Diploma in Business Transformation and Strategy

CH3996 Graduate Diploma in Event Management

5694 (CH4090) Graduate Diploma in Hotel and Tourism Management

CH3999 Graduate Diploma in Human Resource Management

CH4001 Graduate Diploma in Operations and Product Management

CH4002 Graduate Diploma in Project Management

CH4003 Graduate Diploma in Marketing and Sales

3069 (CH4050) Graduate Diploma in Supply Chain Logistics

3796 (CH4047) Graduate Diploma in Applied Management

Level: 7, Duration: Full-Time 1 year, Total Credits: 120

Nau mai ki Ara - Welcome to Ara

A warm welcome to the Faculty of Culture and Services and your challenge as an ākonga/student studying for a qualification. We look forward to working with you over the next few semesters to help you reach your goals and assist your gaining of higher qualifications. This ākonga/student programme information document is your essential 'operations manual' for this semester's study, so please read it carefully and keep it handy for future reference.

As you start each new subject, the course kaiako will give you a course outline. This details the day-to-day subject content, delivery and assessment for that course. It is your responsibility to ensure that you have these outlines for each course and that you read them thoroughly. Any questions regarding these outlines should be directed to the kaiako. Understanding the expectations and assessments for each course will be vital to your success.

Your kaiako and support kaimahi/staff are approachable, friendly and committed to creating a positive, enthusiastic and interesting learning environment. Please do not hesitate to ask questions or request help – that is why we are here.

Make the most of your time at Ara so that you achieve the best possible outcomes. We, as kaimahi/staff, will do all that we can to help you be successful, but it is only you who can do the learning.

Peter Sawyer

Dean - Faculty of Culture and Services
2027

If you do not intend to study with us in 2027, let us know as soon as possible so you can be withdrawn and avoid any impact on future study.

Contact Us

To contact the Admissions and Enrolments staff,
visit 'Admissions and Enrolments' on campus:
Monday – Friday, 8am – 4.30pm
0800 24 24 76 | info@ara.ac.nz

Kia rite ki te ako Getting ready for study



Tō Rangi Tuatahi - Your First Day

Are you ready for your first day of class? Check out your start date and where you need to be.

Enrolment Information

Study Information if you start in S1/Full year (February start)

CH3988-Bachelor of Applied Management Graduate Diplomas

Enrolment period: 15 February – 26 November 2026

Get Set for Study

Attend one of the following sessions:

Tuesday 9 February - 1.00pm – 3.00pm Imagitech (A134), Rakaia Centre

OR

Thursday 11 February - 10.00am–12noon Imagitech (A134), Rakaia Centre

Study Information if you start in S2 (July start)

CH3988-Bachelor of Applied Management Graduate Diplomas

Enrolment period: 19 July – 28 June 2028

Get Set for Study

Attend one of the following sessions:

Tuesday 9 February - 1.00pm – 3.00pm Imagitech (A134), Rakaia Centre

OR

Thursday 11 February - 10.00am–12noon Imagitech (A134), Rakaia Centre

Returning ākonga/students

Please check your [timetable](#) for your class details.

Text Book Lists

For your course text book information see [Appendix 1](#)

Ara Whakatau, your official welcome

You are warmly invited to attend the official welcome to Ara for all ākonga/students, kaimahi/staff and whānau (family). The whakatau is a welcoming ceremony, similar to a pōwhiri, involving mihimihi (speeches), waiata (song) and will conclude with kai timotimo (light refreshments).

See [Whakatau ~ Welcome](#) for more details.

Logins

If you need assistance with logins etc, contact ICT

ictservicedesk@ara.ac.nz or call 03 940 8800.

MyAra

With MyAra you can access everything you need in one place and with notifications to keep you updated. To access MyAra (from 21 days prior to your course beginning), you must have a current Ara network login and password (you can use [Ara Self-Service Password Reset](#) to activate your network account). When you first login to MyAra, it will prompt you to change your password. After that, it will ask you to enter more information such as your mobile phone number, personal email address or security questions. This information will be used to reset your password if you forget it.

Key information can be found on the MyAra app and website [MyAra](#), including:

- Ākonga/student email
- Your timetable, calendar, and attendance
- Your ākonga/student portal
- Moodle (from 14 days prior to your course beginning and you cannot

login to Moodle until you have changed your password)

Bring Your Own Device (BYOD)

We strongly encourage ākonga/students bring a personal Wi-Fi capable device to connect to our network. Devices should be able to connect to the internet, run Office 365, support Microsoft Teams and have a keyboard.

Timetable information

All timetables are available on [MyAra](#).

How to find your way around

Campus maps can be found [here](#).

Parking and bus information

Campuses (excluding Manawa) have parking available. Payment is required at City Campus. Learn more about parking and biking or find out about bus services [here](#).

Kōreru Nui - Important Information

Programme Information Handbook

This handbook is heavy on detail and sometimes quite formal. There will be things you want to know and other things you will only refer to when something comes up.

Here are some quick highlights of what is in the following pages:

- The detail and the rules about the qualification you have enrolled in
- Ara's expectations about how you will behave and what your rights are
- How Ara checks that you are a genuine ākonga/student (like your attendance)
- A quick access guide to getting support
- How assessments work and the grades that are used
- The assessment regulations that could support you to pass and what forms to use (extensions, resits and more)
- Getting your results and going to graduation
- Key academic policies
- Health and safety information related to your study
- any after-hours access arrangements

Ask your Kaiako or Operations Administrator if you need help to find the information you are looking for.

Ākonga/student Information Handbook

We recommend that you read your Programme handbook in conjunction with the [Ākonga/student Information Handbook](#) (also available on MyAra) which has more detailed information about support and services available to ākonga/students at Ara.

Health and Safety

Please refer to the [Ākonga/student Information Handbook](#) for general Health and Safety information and evacuation details. In an emergency advise a kaimahi/staff member, and if no one is available phone 111.

For more detail about your Faculty's requirements and afterhours arrangements please read the **Kā tū whare – Facilities** section of this handbook.

Attendance

Experience has shown that if you attend regularly and participate in the class activities and assessments you are more likely to succeed. Full attendance and commitment are encouraged. You are expected to be punctual and must comply with the various behaviour and safety requirements of classrooms, workshops and labs.

For an international ākonga/student satisfactory progress is defined as 100% attendance and successful completion of 75% or more of your courses.

**Let Ara know when you are absent from classes or if you are sick.
Contact your kaiako or advise the faculty by emailing
BusinessEnglish@ara.ac.nz**

Non-Engagement

Ara has processes to deal with ākonga/students who formally enrol here but do not “engage” with their studies. That is, if you do not attend and/or participate and/or submit assignments and/or sit assessments or only attend briefly or spasmodically and/or do not engage significantly.

Our faculty process follows these steps if you are a no-show at the start of teaching:

- | | |
|----------|--|
| 1 | We will attempt to contact you 3 times and if we are not successful, we will withdraw you (1) within 3 days if there is a waitlist of other ākonga/students who want to enrol, or (2) within 10% of the length of your enrolment (often 1 – 2 weeks) |
| 2 | You will receive an email, text or phone call asking why you have not been attending |
| 3 | There will be no academic or financial penalty from Ara, but you could be overpaid by Studylink |

Our faculty process follows these steps for disengaged ākonga/students:

- 1 The registers are checked and if your engagement and attendance is a concern, we will talk with you
- 2 You will receive an email or phone call asking why you have not been attending. You may receive a non-engagement letter
- 3 We will attempt to contact you 3 times
- 4 You may be placed on a Formal Academic Contract or withdrawn
- 5 You will receive a WD grade (after 10% of the duration of the course) or a DNC grade (after 80% of the duration of the course)

If you are struggling with attendance, we fully encourage you to talk this over as soon as possible with your kaiako.

Drugs and Alcohol

In line with the expectations of many workplaces, Ara has procedures to ensure the health and safety of all ākonga/students, kaimahi/staff and visitors, while undertaking Ara activities.

Ara has **zero tolerance** for the misuse or abuse of alcohol and/or illegal/controlled drugs, possession and/or use of illegal/controlled drugs/substances, or intoxication on all campuses/learning sites.

Many learning activities involve high-risk situations where clear thinking, decision-making, and machinery operation need to be conducted safely. These activities cannot be compromised.

You can download the policy from [CPP506 Drugs & Alcohol Policy](#).

Artificial Intelligence (AI) Tools

When submitting work for assessment, you must adhere to Ara's Assessment and Academic Misconduct policies and not present AI such as ChatGPT as your own work. Learning Services have resources to help you learn to paraphrase or reference another person's work to avoid academic misconduct.

For more detail, please read the [Kā ture me kā tikaka - Policies & Procedures](#) section of this handbook.

Kā Raki whakahirahira - Important Dates

SEMESTER ONE 2027

DATES

TERM 1

15 February – 9 April

Whakatau

Wednesday 3 March

Good Friday

Friday 26 March

Easter Monday

Monday 29 March

Easter Tuesday

Tuesday 30 March

Term Break

12 April – 23 April

Anzac Day

Observed Monday 26 April

TERM 2

27 April – 24 June

Kings Birthday

Monday 7 June

Matariki

Friday 25 June

MID YEAR BREAK

Monday 29 June – Friday 17 July

SEMESTER TWO 2027

DATES

TERM 3

19 July – 25 September

Term Break

27 September – 8 October

TERM 4

11 October – 26 November

Labour Day

Monday 25 October

Canterbury Anniversary Day

Friday 12 November

SEMESTER ONE 2028**DATES****TERM 1****14 February – 14 April**

Good Friday

Friday 14 April

Easter Monday

Monday 17 April

Easter Tuesday

Tuesday 18 April

Anzac Day

Tuesday 25 April

TERM 2**1 May – 23 June**

Kings Birthday

Monday 5 June

Matariki

Friday 14 July

Kā whakapātaka - Contact Details

Key Kaimahi/staff

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Dean of Faculty

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Operations Administrator

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Teaching Kaimahi/staff

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Tō Akoako Your study



Taipitopito akoraka - Programme Details

Bachelor of Applied Management L7

This programme is only offered in Christchurch.

Programme Aim

The aim of the programme is to enable ākonga to develop applied knowledge and practical capabilities (skills, attitudes, tools, techniques and experiences) in business management and to gain a sound understanding of the dynamic and changing environment of business both nationally and internationally. This programme will enable graduates to apply knowledge and skills at both operational and strategic levels with professionalism, integrity and cultural awareness in a range of industries and organisations in Aotearoa New Zealand and beyond.

Graduate Profile

Graduates of the Bachelor of Applied Management will be able to:

- Apply a broad range of generic knowledge, skills and professional capabilities to support and reflect on organisational operations and performance in Aotearoa New Zealand and global contexts.
- Employ digital skills and tools to enhance business processes in diverse contexts.
- Think strategically to inform decision-making, grounded in ethics, equity, social responsibility and sustainable practice within the bicultural context of Aotearoa New Zealand.
- Demonstrate adaptability, resilience, and critical thinking to solve problems contributing to a dynamic and evolving global business environment drawing on both Māori and non-Māori approaches.
- Communicate effectively in a professional manner, respecting te ao Māori and diverse cultural protocols.
- Work independently and collaborate effectively in diverse cultural contexts and business environments.
- Apply knowledge of how to influence and lead others guided by both Māori and non-Māori principles and values.
- Effectively integrate knowledge of te Tiriti o Waitangi and te ao Māori principles into applied management practices in Aotearoa New Zealand. Apply specialised technical knowledge and skills to business.

In addition, graduates of the Business Transformation and Strategy specialisation will be able to:

- Support organisational change by applying change management frameworks to enhance organisational performance in dynamic environments.
- Contribute to strategic initiatives by applying strategic management frameworks to improve organisational performance in dynamic environments.

In addition, graduates of the Event Management specialisation will be able to:

- Manage impactful events by applying management principles, stakeholder engagement, marketing and risk mitigation strategies in culturally diverse and organisational contexts.

In addition, graduates of the Hotel and Tourism Management specialisation will be able to:

- Apply strategic business, tourism and hospitality principles to plan and implement successful operational strategies for sustainable tourism and hospitality organisations in Aotearoa New Zealand.

In addition, graduates of the Human Resource Management specialisation will be able to:

- Apply human resource management practices and strategies that deliver organisational impact in Aotearoa New Zealand's diverse workplaces.

In addition, graduates of the Operations and Product Management specialisation will be able to:

- Enhance business performance by strategically managing operations in goods and service industries.

In addition, graduates of the Project Management specialisation will be able to:

- Manage project teams that deliver value and achieve objectives through collaboration, adaptability, and reflective practice within diverse environments.

In addition, graduates of the Marketing and Sales specialisation will be able to:

- Create value through executing customer-centric marketing and sales strategies using data driven insights, digital tools, and ethical practices to drive business growth in culturally diverse environments.

In addition, graduates of the Supply Chain Logistics specialisation will be able to:

- Optimise supply chain and logistics operations through data-driven methodologies and sustainable practices in a global business environment.

Education pathways

- Graduate Diploma in another specialisation or discipline
- Ara Postgraduate Certificate or Postgraduate Diploma in Applied Management
- Ara Master of Applied Management
- Other Business-related disciplines such as:
 - Master of Commerce and Management (research)
 - Master of Business in Accounting and Finance (taught)
 - Master of Tourism Management (taught)
 - Master of Business Global Management and Marketing (taught)
 - Master of Business Administration (MBA)
 - Master of Business Management (taught)
 - Executive Education & Professional Development

Programme Regulations

Bachelor of Applied Management

- The Bachelor of Applied Management is a three year full time equivalent programme of study requiring the successful completion of 360 course credits.
- Applications for entry to the programme are evaluated against the stated entry and selection criteria, published annually on the Ara website and in programme brochures.
- The maximum period of time to complete the programme is ten years. Any extension to this period would require a written application to the Dean of Faculty or delegate for consideration.
- The programme comprises:
 - For Business Transformation and Strategy, Human Resource Management, and Marketing and Sales specialisations, 210 core course credits, 75 compulsory course credits and 75 elective course credits, with a minimum of 90 credits at level 7.
 - For Supply Chain Logistics Specialisation, Project Management Specialisation, Operations and Product Management Specialisation, Hotel and Tourism Management Specialisation and Event Management

Specialisation, 210 core course credits, 60 compulsory course credits, 15 specified elective course credits and 75 elective course credits, with a minimum of 90 credits at level 7.

- Two specialisations may be completed. Ākonga are required to complete all compulsory courses in both specialisations as per the Programme Structure. The AMCP701 Cooperative Education Project must incorporate both specialisation disciplines. Where there are common courses between the specialisations, ākonga will not be required to repeat courses but must still complete 360 credits in total. It is not possible to complete three specialisations.
 - For the non-specialisation pathway, 210 core course credits, 150 credits chosen from the compulsory courses for any specialisation and elective courses, with a minimum of 90 credits at level 7.
- Ākonga may, through application to the Dean of Faculty or delegate, apply to study a coherent sequence of courses in lieu of a specialisation (so as to design their own specialisation). This will only occur in exceptional circumstances where a coherent progression of knowledge can be shown. In this instance the qualification will be awarded without a specialisation. The focus of the ACMP701 Co-operative Education Project must represent the coherent focus of the chosen courses.
- A minimum of 250 work integrated learning hours is required.
- All relevant credits from other approved programmes will be considered for credit recognition (cross credits, credit transfers and recognition of prior learning) according to Ara standard policy and procedure. Refer Section 7.3 below for a summary.
- Ākonga showing insufficient academic progress will be supported and advised in
- accordance with APP511 Academic Support and Progression.
- The Bachelor of Applied Management will be awarded to all ākonga who successfully complete all the requirements laid down by the Faculty and approved by the Academic Board.
- The award title will include the named specialisation, or two specialisations if appropriate, except where ākonga have been approved an alternative coherent sequence of courses in lieu of a specialisation when there will be no named specialisation included in the title.
- A maximum of 75 unspecified course credits, all must be business relevant, and may be used to meet elective requirements. These must be approved by the Faculty Dean or delegate to ensure alignment with the graduate profile outcomes and that content is not replicated in courses.
- Ākonga are eligible to graduate with “Distinction” if they have attained a grade average of A or higher for all level 6 and level 7 specialisation courses (75 credits). The majority of courses must be completed at Ara. Marks will be

used to calculate a weighted average with the AMCP701 Cooperative Education Project (45 credits) being weighted as equivalent to three courses.

- Credits for Study Abroad: Current ākonga who study overseas may at the discretion of the Dean of Faculty or delegate enrol in the elective, AMSA601 Study Abroad. On successful completion of AMSA601 ākonga can be awarded up to 60 credits against any specific courses completed overseas.

Mahere Ako- Programme Structure

Bachelor of Applied Management

Programme Structure Matrix

Use the following table as a guide to the courses in your programme. You can find out how many credits each course is worth, and how many credits and courses you need to do to complete your study.

**** Please note that not all specialisations are taught every semester***

Code	Course Title	Level	Credits	Work Integrated Learning	Course Factor
Year 1 Core					
BSNS5001	Organisations in an Aotearoa New Zealand Context	5	15	0	0.1250
BSNS5002	Business Environments	5	15	0	0.1250
BSNS5003	Business Functions	5	15	0	0.1250
BSNS5004	Change & Innovation	5	15	0	0.1250
ACCY5104	Budgets for Planning & Control	5	15	0	0.1250
ACCY5105	Commercial Law	5	15	0	0.1250
ACCY5106	Economics	5	15	0	0.1250
BSNS5501	Introduction to Marketing	5	15	0	0.1250
Total			120	0	1.0000

Code	Course Title	Level	Credits	Work Integrated Learning	Course Factor
Year 2 Core					
AMCB601	Contemporary Influences in Business (year 2)	6	15	0	0.1250
Compulsory: Three courses from the Specialisations below.			45	0	0.3750
Elective or Second Specialisation: Five courses from the list of Electives			60	0	0.5000
Total			120		1.0000
Year 3 Core					
ACCY6107	Research Methodology	6	15	0	0
Compulsory: Two courses from the Specialisations below			30	0	0.2500
AMCP701	Co-operative Education Project	7	45	100	0.3750
AMCR701	Critical Reflection on Work	7	15	100	0.1250
Electives: One course from the list of Electives			15	0	0.1250
Total			120		1.0000
Programme Totals			360		3.000

Code	Course Title	Level	Credits	Work Integrated Learning	Course Factor
Business Transformation and Change Strategy					
Compulsory:					
AMPM601	Project Management	6	15	0	0.1250
AMOB601	Organisational Behaviour	6	15	0	0.1250
AMPL601	Principles of Leadership	6	15	0	0.1250
AMSM701	Strategic Management	7	15	0	0.1250
AMTC701	Business Transformation and Change	7	15	0	0.1250

Code	Course Title	Level	Credits	Work Integrated Learning	Course Factor
Event Management		Only available in odd years			
Choose One:					
AMPM601	Project Management	6	15	0	0.1250
<u>OR</u>					
AMMI601	Marketing Intelligence				
<u>OR</u>		7	15	0	0.1250
AMHS601	Health , Safety & Wellbeing Leadership				
Compulsory:					
AMEV601	Event Logistics	6	15	0	0.1250
AMEP601	Event Planning and Management	6	15	0	0.1250
AMEP701	Event Project	7	15	0	0.1250

AMEM701	Contemporary Issues in Event Management	7	15	0	0.1250
Code	Course Title	Level	Credits	Work Integrated Learning	Course Factor
Hotel and Tourism Management					
Choose One:					
AMMK601	Services Marketing				
	OR				
AMPL601	Principles of Leadership	6	15	0	0.1250
AMEV601	OR				
	Event Logistics				
Compulsory:					
AMRD601	Rooms Division Management	6	15	0	0.1250
AMPT601	Principles of Tourism	6	15	0	0.1250
AMHT701	Contemporary Issues in the Tourism & Hospitality Industry.	7	15	0	0.1250
AMHO701	Hotel Operations Project	7	15	0	0.1250
Code	Course Title	Level	Credits	Work Integrated Learning	Course Factor
Human Resource Management					
Compulsory:					
AMAE601	Applied Employment Law	6	15	0	0.1250
AMHS601	Health, Safety and Wellbeing Leadership	6	15	0	0.1250
AMOB601	Organisational Behaviour	6	15	0	0.1250

AMSH701	Strategic Human Resources Management	7	15	0	0.1250
AMHR701	Contemporary Issues in Human Resource Management	7	15	0	0.1250

Code	Course Title	Level	Credits	Work Integrated Learning	Course Factor
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Marketing and Sales

Compulsory:

AMMK601	Services Marketing	6	15	0	0.1250
AMMI601	Marketing Intelligence	6	15	0	0.1250
AMMP601	Marketing Planning & Control	6	15	0	0.1250
AMCM700	Contemporary Issues in Marketing & Sales Practice	7	15	0	0.1250
AMMK701	Strategic Marketing	7	15	0	0.1250

Code	Course Title	Level	Credits	Work Integrated Learning	Course Factor
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Operations and Product Management

Choose One:

AMPM601	Project Management	6	15	0	0.1250
	OR				
AMMI601	Marketing Intelligence				

Compulsory:

AMHS601	Health, Safety and Wellbeing Leadership	6	15	0	0.1250
AMOM601	Operations Management	6	15	0	0.1250
AMRI701	Resource Integration Management	7	15	0	0.1250

AMPD701	Product Development Management	7	15	0	0.1250
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Code	Course Title	Level	Credits	Work Integrated Learning	Course Factor
Project Management					
Choose One:					
AMOM601	Operations Management	7	15	0	0.1250
	<u>OR</u>				
AMMI601	Marketing Intelligence				
Compulsory:					
AMPM601	Project Management	6	15	0	0.1250
AMHS601	Health, Safety and Wellbeing Leadership	6	15	0	0.1250
AMPM701	Advanced Project Management	7	15	0	0.1250
AMPD701	Product Development Management	7	15	0	0.1250

Code	Course Title	Level	Credits	Work Integrated Learning	Course Factor
Supply Chain & Logistics Management					
Choose One:					
AMPM601	Project Management	6	15	0	0.1250
	<u>OR</u>				
AMMI601	Marketing Intelligence				
Compulsory:					
AMOM601	Operations Management	6	15	0	0.1250

AMHS601	Health, Safety and Wellbeing Leadership	6	15	0	0.1250
AMRI701	Resource Integration Management	7	15	0	0.1250
AMCS701	Contemporary Issues in Supply Chain & Logistics Management	7	15	0	0.1250

Graduate Diplomas in Business L7

This programme is only offered in Christchurch.

Programme Aim

The aim of the Graduate Diplomas is to enable graduates with an undergraduate degree to gain applied specialised knowledge and experience in their chosen field of business. Graduates will have sound knowledge of the dynamic and changing environment in which managers operate both nationally and internationally. This will enable ākonga/students to apply discipline specific knowledge at both operational and strategic levels in their chosen industry.

Graduate Profile

Graduates of the Graduate Diplomas will be able to:

- Apply specialised technical knowledge and skills to business.
- Employ creative skills and apply them in an organised approach to problem solving.
- Use critical thinking capabilities, including analysing, evaluating and critically reflecting on information, decisions and behaviour.
- Think strategically and be adaptable in a constantly changing global environment.
- Apply ethical dimensions inherent in business decision making having particular regard for issues of social responsibility and sustainable practice.
- Work effectively in diverse cultural contexts and work environments as a leader or a follower as appropriate.
- Integrate knowledge of kaupapa Māori and its relevance to applied management in Aotearoa New Zealand.
- Apply knowledge of how to influence and lead others.

Education pathways

Graduates will be able to seek entry to higher level programmes of study in a business-related field.

Programme Regulations

- A Graduate Diploma is a one-year full time equivalent programme of study requiring the successful completion of 120 course credits.
- Applications for entry to the programmes are evaluated against the stated entry and selection criteria, published annually on the Ara website and in programme brochures.
- The maximum period of time to complete the programme is four years. Any extension to this period would require a written application from the Portfolio Manager or delegate to the Faculty Group Meeting for consideration. In granting an extension of time, current competency will be taken into account.
- The programme comprises 120 compulsory course credits with a minimum of 75 credits at Level 7.
- Note: The Graduate Diploma in Applied Management comprises 45 compulsory course credits and 75 elective course credits, with a minimum of 75 credits at Level 7.
- A minimum of 200 Work Integrated Learning hours is required.
- All relevant credits from other approved programmes will be considered for credit recognition (cross credits, credit transfers and recognition of prior learning) according to Ara standard policy and procedure.
- No ākonga/student can complete a Graduate Diploma in the same field in which they have gained their undergraduate degree.
- An ākonga/student showing insufficient academic progress will be advised in writing of the student support services available, and their academic performance (including class attendance) will be monitored by the Portfolio Manager. Should performance not improve, the Kaiako will discuss with the Portfolio Manager the benefit of placing the ākonga/student on a Formal Academic Contract according to Ara standard policy and procedures.
- A Graduate Diploma will be awarded to all ākonga/students who successfully complete all the requirements laid down by the Academic Board and the Faculty of Culture and Services. An ākonga/student will receive one of the following Graduate Diplomas; Graduate Diploma in Applied Management, Graduate Diploma in Business Transformation & Strategy, Graduate Diploma in Event Management, Graduate Diploma in Hotel and Tourism Management, Graduate Diploma in Human Resource Management, Graduate Diploma in Marketing & Sales, Graduate Diploma in Operations & Product Management, Graduate Diploma in Project Management, Graduate Diploma in Supply Chain & Logistics Management.

- Ākonga/students will be eligible to graduate with “Distinction” if they have attained a grade average of A or higher across all courses (120 credits). The majority of courses must be completed at Ara. Marks will be used to calculate a weighted average with the Industry Project (30 credits) being weighted as equivalent to two courses.

Mahere Ako- Programme Structure

Graduate Diplomas

Programme Structure Matrix

Use the following tables as a guide to the courses in your programme. You can find out how many credits each course is worth, and how many credits and courses you need to do to complete your study.

All Graduate Diplomas are available for full-time enrolments commencing in February. Part-time enrolment also available for July start.

Compulsory course for all specialisations

Semester 1	AMCR701	Critical Reflection on Work	0.125	7	15
Semester 2	AMIP701	Industry Project	0.125	7	30

**** Please not that not all specialisations are taught every semester***

Code	Course Title	Level	Credits	Work Integrated Learning	Course Factor
5693 (CH4089) Graduate Diploma in Business Transformation & Strategy					
AMPM601	Project Management	6	15	0	0.1250
AMOB601	Organisational Behaviour	6	15	0	0.1250
AMPL601	Principles of Leadership	6	15	0	0.1250
AMSM701	Strategic Management	7	15	0	0.1250
AMTC701	Business Transformation & Change	7	15	0	0.1250
Programme Total			120	200	1.0000

Code	Course Title	Level	Credits	Work Integrated Learning	Course Factor
CH3996 Graduate Diploma in Event Management					
<i>Choose One Course</i>					
AMPM601	Project Management	6	15	0	0.1250
	<u>OR</u>				
AMMI601	Marketing Intelligence				
	<u>OR</u>				
AMHS601	Health, Safety and Wellbeing Leadership				
AMEV601	Event Logistics	6	15	0	0.1250
AMEP601	Event Planning & Management	7	15	0	0.1250
AMEP701	Event Project	7	15	0	0.1250
AMEM701	Contemporary Issues in Event Management	7	30	0	0.1250
Programme Total			120	200	1.0000

Code	Course Title	Level	Credits	Work Integrated Learning	Course Factor
5694 (CH4090) Graduate Diploma in Hotel and Tourism Management					
<i>Choose One Course</i>					
AMMK601	Services Marketing	6	15	0	0.1250
<u>OR</u>					
AMPL601	Principles of Leadership				
<u>OR</u>					
AMEV601	Event Logistics				
AMRD601	Rooms Division Management	6	15	0	0.1250
AMPT601	Principles of Tourism	6	15	0	0.1250
AMHT701	Contemporary Issues in the Tourism & Hospitality Industry	7	15	0	0.1250
AMHO701	House Operations Project	7	15	200	0.2500
Programme Total			120	200	1.0000

Code	Course Title	Level	Credits	Work Integrated Learning	Course Factor
CH3999 Graduate Diploma in Human Resource Management					
AMAE601	Applied Employment Law	6	15	0	0.1250
AMHS601	Health, Safety and Wellbeing Leadership	6	15	0	0.1250
AMOB601	Organisational Behaviour	6	15	0	0.1250
AMSH701	Strategic Human Resources Management	7	15	0	0.1250
AMHR701	Contemporary Issues in Human Resource Management	7	15	0	0.2500
Programme Total			120	200	1.0000

Code	Course Title	Level	Credits	Work Integrated Learning	Course Factor
CH4003 Graduate Diploma in Marketing and Sales					
AMMK601	Services Marketing	6	15	0	0.1250
AMMI601	Marketing Intelligence	6	15	0	0.1250
AMMP601	Marketing Planning and Control	6	15	0	0.1250
AMCM701	Contemporary Issues in Marketing & Sales Practice	7	15	0	0.1250
AMMK701	Strategic Marketing	7	15	0	0.2500
Programme Total			120	200	1.0000

Code	Course Title	Level	Credits	Work Integrated Learning	Course Factor
CH4001 Graduate Diploma in Operations and Product Management					
<i>Choose One Course</i>					
AMPM601	Project Management	6	15	0	0.1250
<u>OR</u>					
AMMI601	Marketing Intelligence				
AMHS601	Health, Safety and Wellbeing Leadership	6	15	0	0.1250
AMOM601	Operations Management	6	15	0	0.1250
AMRI701	Resource Integration Management	7	15	0	0.1250
AMPD701	Product Development Management	7	15	0	0.1250
Programme Total			120	200	1.0000

Code	Course Title	Level	Credits	Work Integrated Learning	Course Factor
CH4002 Graduate Diploma in Project Management					
<i>Choose One Course</i>					
AMOM601	Operations Management	6	15	0	0.1250
<u>OR</u>					
AMMI601	Marketing Intelligence				
AMPM601	Project Management	6	15	0	0.1250
AMHS601	Health, Safety and Wellbeing Leadership	6	15	0	0.1250
AMPM701	Advanced Project Management	7	15	0	0.1250
AMPD701	Product Development Management	7	30	0	0.1250
Programme Total			120	200	1.0000

Code	Course Title	Level	Credits	Work Integrated Learning	Course Factor
3069 (CH4050) Graduate Diploma in Supply Chain Logistics					
<i>Choose one course</i>					
AMPM601	Project Management	6	15	0	0.1250
	<u>OR</u>				
AMMI601	Marketing Intelligence				
AMOM601	Operations Management	6	15	0	0.1250
AMHS601	Health, Safety and Wellbeing Leadership	6	15	0	0.1250
AMRI701	Resource Integration Management	7	15	0	0.1250
AMSC701	Contemporary Issues in Supply Chain and Logistics Management	7	30	0	0.2500
Programme Total			120	200	1.0000

Code	Course Title	Level	Credits	Work Integrated Learning	Course Factor
3796 (CH4047) Graduate Diploma in Applied Management					
Compulsory Courses (45 credits)					
AMCR701	Critical Reflection on Work	7	15	0	0.1250
AMIP701	Industry Project	7	30	200	0.2500
Elective Courses (75 credits)					
		6	15		0.1250
		6	15		0.1250
		6	15		0.1250
		7	15		0.1250
		7	15		0.1250
Programme Total			120	200	1.0000

Our Access to Your Work

We may contact you to discuss the right to copy, reproduce, and use your ākonga/student work for promotional and education purposes for Ara.

Kā tika me kā kaweka o te tauira - Ākonga/student Responsibilities and Rights

Ākonga/student Responsibilities and Rights

The Ara community consists of a diverse range of people and cultures, and we respect all members of our community. Our aim is to have a community where ākonga/students respect themselves and others, a community where healthy social interactions and academic pursuits are expected. To create and maintain the best possible teaching and learning environment, you are protected by basic rights and are expected to respect the rights and responsibilities of others.

These can be viewed in the [Ākonga/student Information Handbook](#).

Kā Taunakitaka Mōu – Support for You

The Education (Pastoral Care of Tertiary and International Ākonga/students) Code of Practice sets out the expectations that tertiary education organisations need to consider how their overall systems and resources support ākonga/students' wellbeing and safety.

For more detailed information on the code please refer to the [Ākonga/student Information Handbook](#).

Kā Aromatawai - Assessments

Assessment Information

At the start of each course, you will be given a **Course Outline**. Before each assessment you will be given an **assessment brief**. They will show:

The number, type, and due dates for all assessments, including tests and assignments, and will give you details on:

- The weighting of each assessment in your course that contributes to your final grade, if applicable.
- The assessment policy for resits, second results and alternative assessments, if they are different from the policies in this document.
- The time frame for getting your marked assessments back from kaiako if they are different from those stated in this document.
- The penalties for handing assessments in late, if they are different from those stated in this document. These may be different for each course.

If you do not receive this information, talk to the course Kaiako or Portfolio Manager.

Assessment Types

Formative assessment	Verbal and written feedback that takes place throughout classes and the programme.
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Summative assessment	Assessments throughout the year that are based on learning outcomes for the course and determine how well you have achieved each outcome. You are given grades and verbal or written feedback. These assessments may include practical tests and projects.
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The contents of the course work will be explained by the Kaiako for each course. If at any point your Kaiako or Portfolio Manager is concerned about your progress, they will let you know.

Academic Integrity

Ara requires ākonga/students to be honest and act with integrity in their learning and assessments.

You are required to:

- Present your own original work for assessment.
- Acknowledge contributions from other sources by using the referencing format required for the programme (failure to do this correctly may be regarded as plagiarism); this includes direct copying, paraphrasing, summarising, and the rearranging of, another person's words or idea/s.
- Not cheat in tests or examinations.
- Ensure you follow all instructions and the correct procedures (e.g., no use of mobile phones or personal electronic devices).
- Not enter into any agreements with other ākonga/students to collude on assignments.
- Collaborate only as permitted.
- Not over- or misrepresent the individual contributions of members of any group assignment.
- Not knowingly help others to cheat.
- Not present another person's assessment as your own (this includes purchased assessments).
- Not act or behave in a way that prevents others from completing their assessments.
- Keep written and electronic work secure to prevent others from accessing and copying work.

Any exceptions to the above are clearly stated in the information and requirements for the course.

By enrolling at Ara, you agree to your work being reviewed by various means to confirm an assessment is your own work. This includes the use of similarity detection software.

Any breaches of academic integrity follow the process set out in the academic integrity procedures. For more detailed information, please refer to the [Academic Integrity Policy](#).

Submitting Your Work

Your kaiako will let you know if they have guidelines for presenting your assessments and how to submit your work. Use a computer to create your assessments.

You may be required to submit your work manually or electronically. If you submit your work electronically, keep a copy until your official results are

published at the end of the semester. If you have any questions, contact your kaiako.

Note: Ara uses as part of its assessment processes electronic plagiarism detection. You will, from time to time, be required to submit assessments for scanning. Electronic copies of assessments must be retained by you until the official results are published after the end of semester or year.

Quality Assurance

Your assessments and exam scripts may be used for internal and external moderation, monitoring, programme reviews, aegrotats, and the resolution of academic appeals and complaints. This helps Ara meet internal and external academic quality assurance requirements. If your assessments are used this way, before they are used, any information that could reasonably be expected to identify you will be removed.

The Grade Scale

The various assessments within a course will be combined according to the weightings shown in the course descriptor, and a grade for the course as a whole will be assigned from the table shown below. A "C-" grade and above represents a pass for the course.

The following grade scale (G29aa) will be used for all courses on the programmes unless advised otherwise in the course descriptor:

Marked Grades

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

Other Grades

Other grades that may be awarded for particular circumstances in achievement-based courses include:

Course result	Grade	Description
Pass	Pass	Awarded pass and no appropriate grade can be awarded
CC	Pass	Course credit awarded by Cross Credit
CT	Pass	Course credit awarded by Credit Transfer
P	Pass	Course credit awarded by Recognition of Prior Learning
ADV	Pass	Course credit awarded by Advanced Standing
CON	Pass	Conceded Pass
RP	Pass	Restricted Pass - Conceded Pass Non-Advancing
CP	Pass	Conditional Pass - Pass on Second Result
AEG	Pass	Aegrotat Pass
FF	Fail	Forced Fail due to not attaining mandatory minimums
Fail	Fail	Not passed and no appropriate grade can be awarded

Kā tikaka aromatawai - Assessment Regulations

Extensions

If you anticipate difficulty in submitting assessments by the due time and date you may be able to request an extension.

For information about how to apply for an extension of time, see [Assessment Policy](#) - scroll down and find **3.14 Extensions**. You can download the form from [Application for Extension of Time](#).

Late Submissions

For all Level 5 courses in the programme:

If an assessment is handed in late without an approved extension, a penalty of 20% per day for up to two days will apply. If an assessment is received more than two days after the due date without an approved extension, it will not be marked. Late submission of any assessment past the approved extension date will not be marked. Should an ākonga/student wish to appeal any decisions, they may do so in writing to the Portfolio Manager within ten days of receiving the decision.

For Level 6 and Level 7 courses in the programme:

If an assessment is handed in late without an approved extension, a penalty of 10% per day will apply, up to a maximum of 50%. If an assessment is received more than five days after the due date without an approved extension, it will not be marked. Late submission of any assessment with an approved extension will not be marked. Should a student wish to appeal any decisions, they may do so in writing to the Portfolio Manager within ten days of receiving the decision.

Resits or resubmission of assessment tasks

If you have submitted and failed an assessment task you may be able to apply for a resubmission or resit.

For information about how to apply for a resit or resubmission, see [Assessment Policy](#) - scroll down and find **3.15 Resits and Resubmissions**. You can download the form from [Application for Resit or Resubmission](#)

Second Results (course level)

If you receive a fail grade in a course, you may be able to apply for a reassessment of the course.

For information about how to apply for a second result, see [Assessment Policy](#) - scroll down and find **3.16 Second Results**. You can download the form from [Application for Second Result](#)

Assessment in Te Reo Māori

You can request to have your assessments conducted in Te Reo Māori, except where the task requires English language or other language capability. Other exceptions may apply.

For information about how to apply for assessment in Māori see [Assessment Policy](#) - scroll down and find **3.4 Assessment in Te Reo Māori**.

Marks Carried Forward

You may be able to apply to carry marks forward for completed assessments to the next available occurrence of the course and not redo those assessments.

For information about how to apply for marks carried forward, see [Assessment Policy](#) - scroll down and find **3.18 Marks Carried Forward**. You can download the form from [Marks Carried Forward Application form](#).

Supported Assessment

You may be able to apply for special assistance in order to undertake an assessment.

For more information about how to apply for additional assessment arrangements for disabled ākonga/students, see [Assessment Policy](#) - scroll down and find **3.19 Procedures for additional assessment arrangements for disabled ākonga/students**.

Recognising Prior Knowledge and Skills

If you believe that a qualification, course or unit standard you have previously completed at a recognised educational institution, or work/life experience, may

be relevant to the qualification you are studying, you could apply for recognition of your prior knowledge and skills.

The previous grade is carried forward for any Cross Credit or Credit Transfer, and the Pass (P) grade given where a standard grade cannot be stated.

For information about how to apply for credit recognition, see [Credit Recognition](#). You can download the form from [Credit Recognition Application](#).

Alternative Arrangements

If you are unable to sit a test or exam on the scheduled date, or complete an assessment on the due date, you may be able to apply for an alternative assessment.

For information about how to apply for an alternative assessment see [Assessment Policy](#) - scroll down and find **3.13 Alternative Assessment Arrangements**. You can download the form from [Application for Alternative Time for Test / Exam](#).

Aegrotat

You may be able to apply for an aegrotat when illness, injury, bereavement, childbirth, or other unforeseen critical circumstances occur on or immediately prior to the day of assessment and prevent you from attending the assessment or seriously impair your performance during the assessment itself.

For information about these regulations, see [Aegrotat Pass Regulations](#). You can download the form from [Aegrotat Application](#) and the Practitioner Statement form from [Aegrotat Practitioner Statement](#).

Reconsideration of Assessment Decisions

If you have reason to believe that the mark for a particular assessment is incorrect you may be able to apply for a reconsideration.

For information about challenging academic decisions (reconsideration), see Challenging Academic Decisions (Reconsideration) [Assessment Policy](#) - scroll down and find **3.20 Reconsiderations and Appeals**. You can also refer to [Reconsiderations and Appeals](#).

Reconsideration of a Course Final Grade

If you have reason to believe that the grade for a particular assessment is incorrect you may be able to apply for a reconsideration.

For information about challenging academic decisions (reconsideration), see Challenging Academic Decisions (Reconsideration) [Assessment Policy](#) - scroll down and find **3.20 Reconsiderations and Appeals**. You can also refer to [Reconsiderations and Appeals](#).

Appeal of Reconsideration Decision

If you consider that the outcome of the reconsideration process is incorrect or unfair, or a reconsideration is not available, you may appeal against the final grade awarded.

For information about challenging academic decisions (reconsideration), see [Assessment Policy](#) - scroll down and find 3.20 Reconsiderations and Appeals. You can also refer to [Reconsiderations and Appeals](#).

Conceded Pass

You may qualify for a conceded pass if you marginally fail a course.

For information about conceded passes, see [Assessment Policy](#) - scroll down and find **3.17 Conceded Pass**.

Kā putaka me te Whakapōtaetaka - Results & Graduation

Accessing Your Results

Results of assessments will be returned to you within ten (10) working days of your assessment due date. These results may be returned to you in class or online.

Final grades for each course will be available online within fifteen (15) working days of the end date of the course and accessible through [MyAra](#) or through the MyAra app.

Any results displayed publicly will use unique identifiers such as ākonga/student ID numbers, not ākonga/student names.

Note: Staff members are under no obligation to advise you of your final grade for a course. After you have completed all the assessments in a course, we ask that you allow the staff time to complete the marking. At the end of semester staff members are under great pressure to submit final results to Academic Records so that they can be processed and then made available to all ākonga/students as soon as possible.

Academic Transcripts

If you require your results to be printed, visit Central Academic Records (CAR) in A121 or email academic.records@ara.ac.nz to request a transcript.

Access to marked assessments

You are entitled to access your written work submitted for assessment.

Where assessed work is to be returned, time limits for collection will be advised by the faculty.

You may view copies of your examinations, but these are retained by Ara. Any time or access limitations will be advised by the faculty.

Please note that in order to meet internal and external academic quality assurance requirements, ākonga/student assessments and examination scripts may be used for the purposes of:

- Internal and external moderation.
- Programme review.
- Aegrotats (if available.)
- Resolution of academic appeals and complaints.

Assessments used for these purposes will have information, which could reasonably be expected to identify the individual removed before they are copied and used.

Receiving Your Qualification

Once you have successfully completed your approved programme of study you will receive a notification advising you that your certificate is ready and will be posted to you.

Note: Please make sure your address details are up to date when you finish studying. Advise Academic Records if you are updating your address details after you receive the notification, so the correct address is used.

Graduation

We hold several graduation ceremonies.

If you're eligible to graduate, you'll receive a communication from Ara advising you of this. You'll need to complete the online graduation form, by the date indicated, to register for your ceremony.

Note: If you believe you are entitled to graduate and do not hear from Ara, please contact the Operations Administrator or Academic Records.

For all information on graduation, including dates, please see [Graduation](#)

Kā ture me kā tikaka - Policies & Procedures

Academic Policies

All policies are accessible on the Ara website All policies are accessible on the Ara website [Ara Policy Library](#). Ara provides a student advocacy service.

It is well known that people learn better when they work together, and this is encouraged, but when it comes to assessment, collaboration (working together) is not permitted unless it is a formal part of the assignment set by the kaiako. You are also responsible for making sure your work is not able to be copied by others. Sharing or comparing tests, exams and assessments is prohibited and, if detected, will be treated as “academic misconduct”.

Academic Support and Progression

Support is available if you, as an ākonga/student, are having difficulty meeting academic standards or you seek guidance, assistance or support with study related matters.

If you are not achieving satisfactorily, you will receive specifically targeted advice and assistance at an early stage.

Academic kaimahi/staff members will work with you if you are not meeting academic standards to document and implement a plan. This will include identifying and monitoring goals, expected academic progress, timelines and support.

If satisfactory progress is not made then you will be invited to meet with the Portfolio Manager or his/her delegate, who will explain the circumstances, discuss the consequences, and give you the opportunity to present your view of events leading up to the meeting. Depending on the outcome of the meeting, a Formal Academic Contract may be entered into.

Formal Academic Contract

If your progress as an ākonga/student in a current course is still considered by kaiako to not be satisfactory you will be invited to a meeting and advised in writing by the Portfolio Manager or delegate.

The Formal Academic Contract will record the deficiencies or concerns, the progress which must be met, any assistance available, the time within which

progress or change must be demonstrated, and the method and criteria by which such progress or change will be measured.

For more information about Academic Support and Progression, see [Academic Support and Progression](#) - scroll down and find **3.3 Formal Academic Contract**.

Academic Misconduct

Cheating, plagiarism and other dishonest academic practices have serious consequences in this programme and if you fail to meet academic standards you, as an ākonga/student, may be subject to educative processes or penalties.

Plagiarism

Copying, taking or using someone else's work or ideas and presenting them as if they were your own original work or thought, without clear acknowledgement of the actual source.

Use of Artificial Intelligence (AI) Tools

Generative Artificial Intelligence (AI) services such as ChatGPT can be used for learning. When submitting work for assessment, you must adhere to Ara's Assessment and Academic Misconduct policies. In relation to AI, this means;

- You must not present any output from any ai services as your own work in your assessment.
- You must use your own words.
- If you paraphrase or quote from a source such as a textbook, website and AI service, you must reference correctly.

If you submit an assessment using content copied directly from an AI service without acknowledgement, it is a form of academic misconduct.

Cheating

Acting deceitfully or dishonestly to gain academic recognition or an academic result. Examples include copying answers from another person's work, taking useful information secretly into a test or exam, improperly accessing information about questions and/or answers, arranging for someone else to produce an assignment or to sit a test or exam.

Dishonest Academic Practice

Any other act or omission that contravenes Ara academic requirements of a programme or course.

Educative Processes

These are actions designed to assist you, as an ākonga/student, in understanding the expected standards and skills needed to succeed and may include:

- A facilitated discussion with an appropriate kaimahi/staff member.
- A formal contract with learning services or other appropriate kaimahi/staff member for skills development including specific learning outcomes and timeframes.
- Additional work may be required.
- A formal written warning may be given, or marks deducted.

Penalties

These are actions designed to deter misconduct and/or deal with the consequences of it in a fair and appropriate way and may include:

- A decision not to mark or assess the work or record a mark/grade.
- Formally recorded fail / zero for the work concerned which remains on your academic record.
- Cancellation of credit already awarded if the academic misconduct is admitted/ established after assessments have been completed and recorded.
- Formal notice indicating 'intentional plagiarism' (or other misconduct) placed on academic record for a specified period of time.
- Formal written warning.
- Probation or suspension from the programme or other penalty.

Probation

If your behaviour, as an ākonga/student, is unacceptable and of concern to kaimahi/staff or other ākonga/students, you will be advised of this in writing by the Portfolio Manager. This written warning is known as probation.

The written advice must briefly record the deficiencies or concerns, the progress or standards of behaviour which must be met, any assistance available, the time within which progress or change must be demonstrated, and the method and criteria by which such progress or change will be measured.

The progress or change required should be reasonable and the criteria for assessing whether the progress or change has been achieved should be easily understood and capable of being clearly demonstrated.

The written advice must include the warning that failure to make progress or achieve change may lead to suspension and/or cancellation of current enrolment(s) and/or refusal of future enrolment(s).

These requirements are known as the “terms and conditions of probation”.

For more information about probation, see [Probation](#) - scroll down and find **3.4 Probation**.

Exclusion

An exclusion may apply to one or more specified courses, a whole programme, or all enrolment at Ara. An exclusion may also apply to one or more specified services or facilities.

Suspension

Suspension is a short-term exclusion and is the formal process by which you, as an ākonga/student, are temporarily prohibited from attending classes in one or more courses and/or is refused access to one or more services/facilities provided by Ara. In serious circumstances a Trespass Notice may also be issued.

Cancellation of Enrolment

Ara may cancel your enrolment as an ākonga/student on any of the Education Act (1989) grounds:

- The person is not of good character.
- The person has been guilty of misconduct or a breach of discipline.
- The person is enrolled for full-time instruction in another institution or in a school.
- The person has made insufficient progress in the person’s study or training after a reasonable trial at the institution or at another institution.

The decision to cancel or refuse an enrolment may be made only by the Chief Executive or nominee.

Failure to meet the terms and conditions of Academic Contract and/or probation may lead to exclusion.

When a cancellation is being considered, the Portfolio Manager must invite you to an interview.

Refusal of Future Enrolment

Any person may, for good reason and on good evidence, be refused enrolment at Ara generally or in a particular programme or course only by the Chief Executive or nominee under specific delegation.

Enrolment may be refused on any of the Education Act (1989) grounds.

Failure to meet the terms and conditions of probation may lead to exclusion.

The Portfolio Manager must forward a recommendation to the Chief Executive or nominee or that the person's application(s) to enrol be refused. The recommendation must state which of the Education Act (1989) grounds is the basis of the recommendation and must include the supporting evidence.

For more information about Exclusion, including Appeal Rights and Other Rights, see [Exclusion](#) - scroll down and find **3.4 Refusal of Enrolment**.

Copyright and Ara Ākonga/students

Copyright legislation exists to protect copyright owners from unauthorised copying of their work (literary, dramatic, musical and artistic) and provides them with exclusive rights to how their work is used.

During your study with us we will endeavour to educate you on copyright use, including referencing, approved copying, and proper use of electronic material and downloadable music.

Infringement of copyright regulations may result in civil or criminal prosecution against you, as the ākonga/student, and/or Ara. Infringement by you, as an ākonga/student, may also be considered academic misconduct and result in penalties.

For more information about Copyright, see [Copyright](#).

Kā tū whare me kā rauemi

Facilities and resources



Faculty related Health & Safety

Please refer to the [Ākonga/student Information Handbook](#) for general Health and Safety information and evacuation details. In an emergency advise a kaimahi/staff member, and if no one is available phone 111.

Refer to your kaiako and laboratory managers for instructions and specific Health & Safety information related to laboratory and field activities.

Appendix 1:

Business Textbook List 2027 (Sem 1)

If your course code is not listed, it means there is no textbook required or recommended, but please check with your kaiako/tutor.

Books can be purchased online at www.campusbooks.nz

Code	Course Name	Author	Title	Edition	Year	Publisher	ISBN	Text is?
ACCY5105	Commercial Law	Hubbard, J., Smith N.,	Business Law in New Zealand: An Introduction (2nd Edition)	2nd	2021	Edify Ltd	9780947496722	Required
ACCY5105	Commercial Law	Hubbard, J., Smith N.,	Business Law in New Zealand, 2e, VitalSource eBook	2nd	2021	Edify Ltd	9780947496920	Alternative
ACCY5106	Economics	Barber, M., Callender, A.	Understanding the Economic Environment	4th	2015	LexisNexis NZ Limited	9781927248201	Required
ACCY6101	Intermediate Management Accounting	Garrison, R. H., Noreen, E. W., & Brewer, P. C.	ISE Managerial Accounting	17th	2021	McGraw Hill	9781743767603	Required
ACCY6102	Intermediate Financial Accounting	Smart, M., Awan N., and Baxter, R.	Financial Accounting: A New Zealand Perspective	4th	2017	Edify Ltd	9780947496449 or E-book	Required
ACCY6103	Taxation in Aotearoa New Zealand	Wolters Kluwer	New Zealand Master Tax Guide 2026		2026	Wolters Kluwer	Not yet published	Required
ACCY6104	Introduction to Finance	Parrino, Au Yong, Morkel-Kingsbury, Mazzola, Murray, Smales, Wei, James	Fundamentals of Corporate Finance Australasian	5th	2026	John Wiley & Sons	9781394390793 or E-book	Recommended
ACCY6105	Data Analytics	Richardson, Teeter and Terrell	Data Analytics for Accounting	2nd	2025	McGraw Hill	9781266533969	Recommended
ACCY6106	The Law of Business Entities	Walker, Pekmezovic , Hanrahan, Ramsay & Stapledon	Commercial Applications of Company Law in NZ	5th	2015	Wolters Kluwer	9781775470830	Required
ACCY6107	Research Methodology	O'Leary, Z. & Hunt, J. S.	Workplace Research		2016	Sage	9781473913219	Required
ACCY6108	Accounting Information Systems	Romney, Marshall B.; Steinbart Paul John; Summers, Scott L.;	Accounting Information Systems (Global Edition)	16 th	2024	Pearson Education	9781292353364	Required

Code	Course Name	Author	Title	Edition	Year	Publisher	ISBN	Text is?
		Wood, David A.						
ACCY7101	Advanced Management Accounting	Langfield-Smith, K., Smith, D., Andon, P., Thorne, H., & Hilton, R.	Management Accounting: Information for Creating and Managing Value	9th	2022	McGraw Hill	9781760420406	Required
ACCY7102	Advanced Financial Accounting	Deegan, C.	Financial Accounting	9th	2020	McGraw Hill	9781743767382 of E-Text	Required
ACCY7103	Auditing and Assurance	Leung, P. Coram, P. Cooper, B.J., Redgen, K. and Canestrari-Soh D.	Audit and Assurance (2 nd edition)	2nd	2023	John Wiley & Sons Australia Ltd	9781394173460 or E-Text	Required
AMAE601	Applied Employment Law	Schofield, S.	New Zealand Employment Law Guide, 2027		2027	CCH New Zealand Limited		Required
AMBB600	Business-to-Business Sales &Marketing	Ingram, T. N., LaForge, R. W., Avila, R. A., Schwepker, C. H., & Williams, M. R. (2024)	Sell 7: Trust-based professional selling	7th	2024	Cengage Learning	9780357901397	Required
AMEP601	Event Planning and Management	Allen, J., O'Toole, W., McDonnell, I., & Harris, R. L.	Festival and Special Event Management	5th	2010	John Wiley & Sons	9781742164618	Not offered
AMEP700	Event Project	Allen, J., O'Toole, W., McDonnell, I., & Harris, R. L.	Festival and Special Event Management	5th	2010	John Wiley & Sons	9781742164618	Not offered
AMGS600	Global Challenges; Sustainable Futures	Thiele, L. P.	Sustainability	2nd	2016	Cambridge, UK Available online via the Ara library.	9781509511068	Recommended
AMIM700	International Marketing	Cateora, P. R., Money, B., Gilly, M. C., & Graham, J. L.	International Marketing	19	2024	McGraw Hill	9781266312557	Required
AMMK610	Services Marketing	Zeithaml, V. A., Bitner, M. J., Gremler, D. D., & Mende, M. (2024). Services marketing: Integrating customer focus across the firm (8th ed.). McGraw Hill.	Services marketing: Integrating customer focus across the firm	8 th	2024	McGraw	9781266287152 E book 9781264209743	Required
AMMI601	Marketing Intelligence	Hair, J., Harrison, D. E., & Ortinau, D. J.	Essentials of Marketing Research	7th	2021	McGraw	781265619275	Required
AMMP601	Market Planning and Control	Marshall,G.W & Johnston.M.W	Marketing Management	5th	2025	McGraw Hill Education	9781266646805	Required
AMOB601	Organisational Behaviour	McShane, S., Olekalns, M. Newman, A., & Martin, A.	Organisational Behaviour Emerging Knowledge, Global Insights Asia- Pacific Edition	6th	2019	McGraw Hill	9781760421649	Required

Code	Course Name	Author	Title	Edition	Year	Publisher	ISBN	Text is?
AMOM632	Operations Management	Heizer, J., Render, B. & Munson, C	Operations Management: Supply Chain Management - Global Edition	15th	2026	Pearson Education	9781292295039	Required
AMPD701	Product Development	Ulrich, K. T., & Eppinger, S. D.	Product Design and Development	8th	2025	McGraw Hill	9781264922550	Required
AMPL601	Principles of Leadership	Lussier, R. N., & Achua, C.F.	Leadership: Theory, Application, & Skill Development	6th	2016	Centage	9781285866352	Required
AMPM601	Project Management	Project Management Institute	A guide to the project management body of knowledge (PMBOK® guide) (8th ed.).	8th	2021	Project Management Institute	978-1628258295	Recommended
AMPM701	Advanced Project Management	Kloppenborg, T.J., Anantatmula, V., & Wells K.N	Contemporary Project Management	4rd	2019	Cengage	978-1337406451	Recommended
AMSC700	Supply Chain and Logistics	Sunil Chopra	Supply Chain Management: Strategy, Planning, and Operation, Global Edition	7th	2019	Pearson	978-0134731889	Required
AMSM701	Strategic Management	Dess, G.G., McNamara, G., Eisner, A. B., & Sauerwald, S.	Strategic Management: Creating Competitive Advantages	11th	2024	McGraw Hill Education	9781266198267	Required
BSNS5301	Introduction to Human Resources	Stone, R.J., Cox, A., Gavin, M., & Carpini, J.	Human Resource Management	11 th	2024	John Wiley & Sons Australia, Ltd	9781394183593	Recommended
BSNS5302	People and Development	Stone, R.J., Cox, A., Gavin, M., & Carpini, J.	Human Resource Management	11 th	2024	John Wiley & Sons Australia, Ltd	9781394183593	Recommended
BSNS5401	Introduction to Leadership	Draft, Richard L.	The Leadership Experience	1st	2008	Centage	9780170166409	
BSNS5401	Introduction to Leadership	Draft, RL., Pirola-Merlo, A.	The Leadership Experience (E-book)	7th	2015	Centage	9781337102278	Recommended
BSNS5404	Managing Projects	Horine, G.	Project Management Absolute Beginner's Guide	5th	2022	Pearson Education	978-0-13-764695-1	Recommended
BSNS5501	Introduction to Marketing & Sales	Grewal, D., Levy, M., Mathews, S., Harrigan, P., Bucic, T., & Kopandis, F	Marketing (3rd ed)	3rd	2020	McGraw Hill Education (Australia)	9781760423889	Required
BSNS5503	Introduction to Digital Marketing	Sachdev R	Digital Marketing	2e	2024	McGraw Hill	9781264449354	Recommended

We reserve the right to alter this textbook list without notification prior to the commencement of semester classes.

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