

# Business

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# Jess

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 Business

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 Partnerships manager

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Not long after starting university, Jess was losing her drive for study. She was struggling to build relationships with her teachers and classmates, so she decided to switch to WelTec.

She felt the difference immediately. Her tutors took the time to get to know her, and she was able to quickly make friends in the smaller classes. WelTec felt more achievable, and it was a much easier transition from school.

"It was just a really comfortable environment and I felt like I could ask questions and be myself."

During her studies, Jess was able to work on projects that replicated work in the real world.

"The industry projects were a big highlight for me. We had the opportunity to go out into the community, meet with clients and work on business projects with them. I learned about how to create and nurture relationships with stakeholders which is a key part of my job now."

Now Jess is a Partnerships Manager at Whānau Āwhina Plunket, where she gets to attend events around the country, pitch new partnership opportunities, and think of new and creative ways

to create mutually beneficial partnerships with organisations across Aotearoa.





One of the exciting initiatives she's working on is called 'Dunk It for Plunket', a partnership with Arnott's that asks New Zealanders to host a morning tea and 'Dunk It For Plunket'. All the money raised helps Plunket provide critical services to families and help tamariki get the best start to life.

To anyone thinking of studying business, Jess says, "You don't have to know what career or job you want before you start studying; business skills are versatile and needed in every industry."

Check out Jess's full story on our website. Follow the QR code below.



# Bachelor of Applied Business Management

 Level 7
 3 years, full-time (part-time options available)
 \$6,082 year 1 (indicative for 2023 intake)
 \$25,000* per year (indicative for 2023 intake)

Gain a degree and work in an industry full of opportunities. Learn the skills organisations are looking for and work directly with local businesses to develop solutions to real challenges.

## What you will learn

- Specialise in your passion, working towards your dream career
- Get real-world experience during your industry project
- Develop your communication skills, helping you land your dream job
- Learn to think critically, act ethically and communicate effectively
- Develop problem-solving skills that you can use in any industry

## Study part-time

This programme includes part-time study options for people who want the flexibility of studying while they manage other commitments.

## Courses

### First Year Compulsory Courses

BM5201 Business Operations - (15 credits)  
To understand and apply the operational and financial components of a business

BM5202 People and Change - (15 credits)  
To enable you to understand and apply the principles of the management of people in the ever-changing business environment

BM5203 Communication - (15 credits)  
To enable you to apply communication and

relationship management skills for the efficient and effective performance of the entity

BM5204 New Zealand Business Context - (15 credits)  
To develop an understanding of how cultural heritage, sustainability and internal and external environments influence New Zealand business entities

BM5209 Business Planning - (15 credits)  
To develop understanding of business planning for efficient and effective performance of an entity

BM5210 Applied Business Planning - (15 credits)  
To contribute to the business planning for efficient and effective performance of an entity

BM5211 Leading Projects - (15 credits)  
To lead others in the implementation of projects and activities, including change, for efficient and effective performance of the entity.

BM5212 Leading in the Workplace - (15 credits)  
To develop the concepts of leadership and management that positively influence workplace culture and team engagement, and which are needed to achieve efficient and effective outcomes of an entity.

### Second Year Compulsory Courses

AM5112 Business Statistical Analysis - (15 credits)  
To enable you to make sense of numbers, graphs and fundamental statistical concepts; and to use, interpret and report them in a meaningful way in business practice. This paper also provides a foundation for further study, qualitative and quantitative research and project management requiring an analytical approach.

BM6201 Leadership - (15 credits)  
You will understand concepts and apply principles of leadership and be equipped to create a personal plan to develop leadership capabilities.

BM6202 Human Resources and Employment Relationships - (15 credits)  
You will understand the roles, functions and application of human resource management and employment relationships within contemporary New Zealand organisations.

AM6208 Organisational Behaviour - (15 credits)  
You will evaluate, analyse and assess the impact that

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individuals, groups, and structures have on the behaviour of people within organisations. You will develop an analytical awareness of your personal and interpersonal behaviour and the effect of that behaviour as members of formal and informal working groups.

**BM5213 Introduction to e-Business - (15 credits)**  
To introduce you to the fundamental principles and management of e-Business and e-Commerce, the underlying technologies with emphasis on Internet Technologies, and the application of tools and services to the development of e-Business.

**BM6203 Problem-Solving and Decision-Making - (15 credits)**  
This course will provide you with a sound understanding of how to analyse the complex factors involved in problem solving and decision-making. You will learn to use a range of problem-solving strategies and analytical decision-making tools and develop an understanding of human factors which impact on decision making.

**BM7201 Business Transformation and Change - (15 credits)**  
This course will give you an insight into the challenge associated with introducing change, especially strategic change in organisations. It will examine the forces that impact on an organisation in today's business environment such as the pressures of deregulation, privatisation, social renewal, globalisation and other external and internal factors.

**BM7202 Business Sustainability - (15 credits)**  
This course provides an overview of the environmental, social, economic, and governance aspects of sustainability management and how to address them to maximise business and product performance while managing changing stakeholder expectations.

### **Third Year Compulsory Courses**

**BM7211 Industry Project (Part A) - (15 credits)**  
To prepare you for an applied industry project related to your area of study.

**BM7212 Industry Project (Part B) - (30 credits)**  
To enable you to carry out a significant project related to your area of study for a specific organisation; and apply theoretical learning to an organisational issue.

### **Career options**

This programme was designed with our industry partners so you will graduate with awesome skills that are valued by employers.

You will be ready to take on a number of roles including

- Accountant
- Business services and corporate advisor
- Project manager
- Business advisor
- Content manager
- Sales or marketing manager
- Logistics manager

You can find out more about developing your business career [here](#).

### **Entry requirements**

#### **Under 20 years**

University Entrance or equivalent study or relevant work experience.

#### **Over 20 years**

If you're 20 years or over, you may qualify for special admission on this programme. Contact us if you don't meet the Under 20 entry criteria.

#### **International students**

IELTS 6.0 (no band lower than 5.5) or NZCEL Level 4 (Academic) or equivalent.

Find your country's [equivalent academic entry requirements here](#)

*\*International fee displayed is for 1 year of study (equivalent to 120 credits) and does not include insurance, administration and student service fees. For more details, please email: [international@wandw.ac.nz](mailto:international@wandw.ac.nz)*

### **Related study options**

[Graduate Diploma in Applied Business Management](#)

[Postgraduate Certificate in Management](#)

[Postgraduate Diploma in Management](#)

[Master of Management](#)

#### **Give yourself credit →**

Use the knowledge you already have to fast-track your qualification. Workplace-learning, volunteering, professional development, other provider qualifications and online courses can be recognised as prior learning and put towards your qualification. Start by [getting in touch with us](#), or [find out more here](#).

Whitireia and WelTec are a business division of [Te Pūkenga - New Zealand Institute of Skills and Technology](#).

#### **Feedback**

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