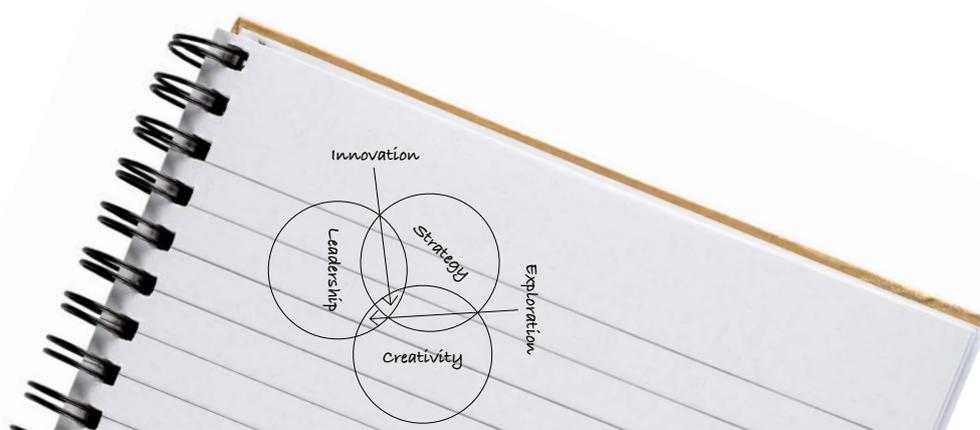


What can I do with a degree in Management?

Management.



What is Management?

Management focuses on organising and leading people in organisations. More broadly, it involves making strategic and informed decisions, managing employees, being customer-focused, and driving digital transformation.

Managers organise the placement of staff and resources and take responsibility for certain aspects or overall operation of an organisation. The study of management involves learning how to get things done in an organised way through people.

To be an effective manager, knowledge and skills in problem solving, decision making, and communication are crucial, as well as the ability to lead teams and motivate people to perform at their full potential.

Management studies have a strong focus on strategy, and cover areas such as organisational behaviour, change and transformation, strategic management, sustainability, and strategy processes and practices.

Studying Management provides you with the knowledge, tools and techniques to influence organisational life.

Learn more

It is important to do some research when planning for your future career. Speak with, ask questions of, and follow relevant professional bodies, organisations, companies, thought leaders and industry professionals.

This will help you learn about career options, work environments, education and training requirements, and salary information.

Examples of professional bodies

- The Institute of Management New Zealand www.imnz.co.nz
- New Zealand Institute of Management and Leadership www.nzimleadership.co.nz
- New Zealand Chambers of Commerce www.newzealandchambers.co.nz
- The Project Management Institute New Zealand <https://pmi.org.nz>
- Academy of Management <https://aom.org>

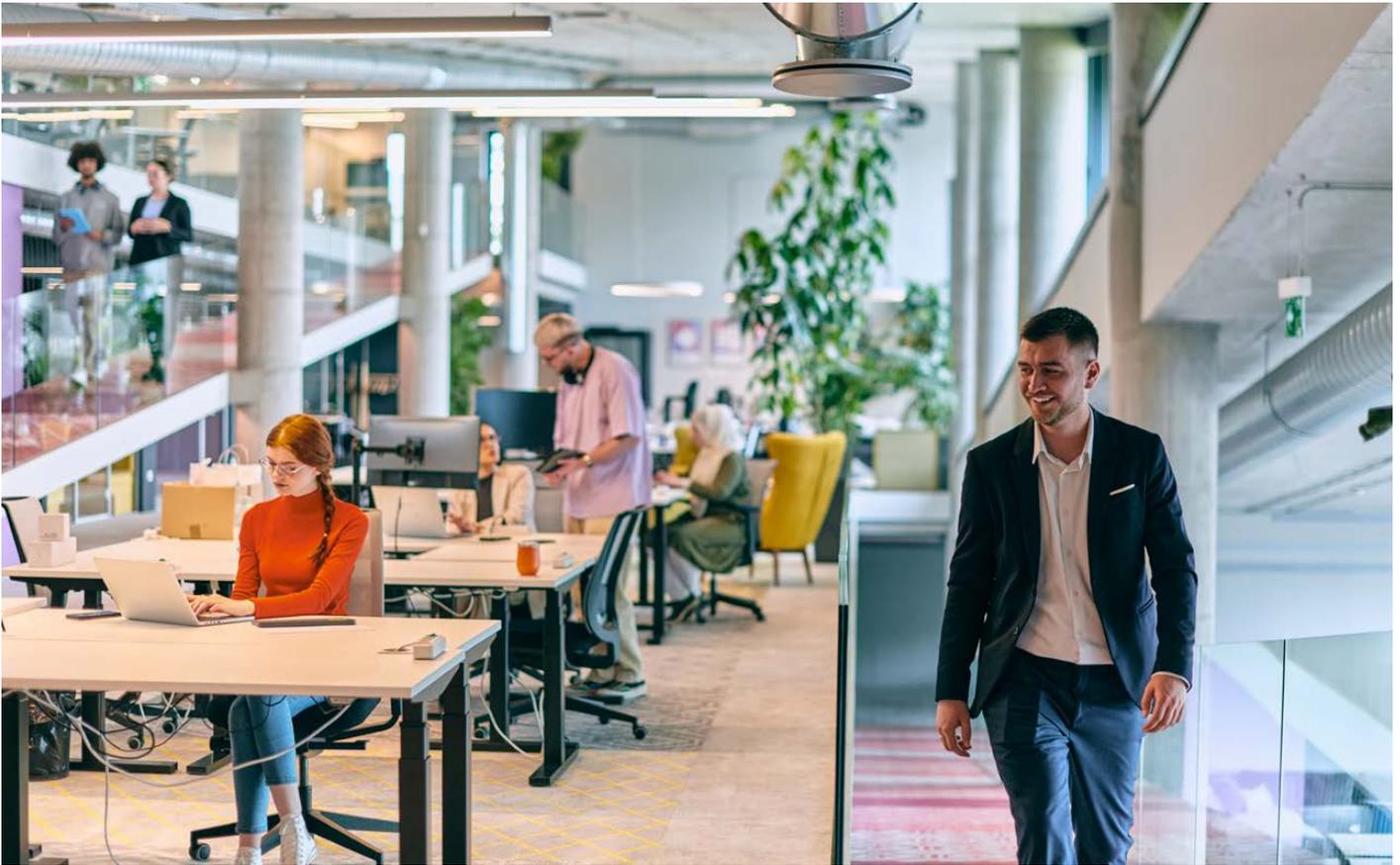
Career and study information

Some study pathways and degrees have a recommended school background, and some careers may require further study beyond a first degree or additional experience.

Gather information from:

- Management study details www.canterbury.ac.nz/study/academic-study/subjects/management
- Job profiles on career websites like www.careers.govt.nz
- Job adverts/vacancy descriptions
- Industry professional bodies.

This resource is part of a set of brochures focused on subject majors; many can also be studied as minors.



What skills can graduates gain?

By majoring in Management, graduates develop a valuable set of skills that are transferable to a range of careers. These skills can include:

- Planning and organising
- The ability to direct, encourage and organise people
- Leadership, cooperation and teamwork
- Written and verbal communication
- Problem solving
- Critical and strategic thinking
- Analytical and critical thinking
- Resilience and adaptability.

What do employers look for?

Many employers look for generic skills such as communication, client/customer-focus, bicultural competence, cultural awareness, teamwork and initiative.

With technology, globalisation, and other drivers changing society, skills such as resilience, problem solving, and adaptability are important.

Skills that are likely to grow in importance include analytical and creative thinking, systems thinking and technological literacy.*

*World Economic Forum: www.weforum.org/agenda/2023/05/future-of-jobs-2023-skills

How can I develop these skills?

- Some skills are gained through studying
- Extra-curricular activities can help, such as getting involved in clubs, mentoring, cultural groups, part-time work or volunteering
- Be open to professional and personal development opportunities. Whether it is undertaking an internship, overseas exchange, skills seminar, or joining an industry group.

Where have graduates been employed?

Management graduates are employed in a vast range of organisations and sectors.

Graduates have been employed in:

- Retail trade and manufacturing e.g. Toyota, Kraft, Cookie Time, William Grant & Sons
- Education e.g. universities, polytechnics
- Banking and finance e.g. ANZ, ASB, BNZ, Lloyds Banking Group, Visa Europe, Wynyard Group, Financial Conduct Authority
- Entertainment and media e.g. Sony Interactive Entertainment, Haymarket
- Technology e.g. Apple, HP
- Telecommunications e.g. One NZ, Telstra, TalkTalk

- HR and recruitment e.g. Michael Page, Adecco NZ
- Transport and logistics e.g. Mainfreight, Europcar
- Tourism e.g. Tourism New Zealand, Intrepid Travel, Cathay Pacific, Flight Centre
- Agribusiness e.g. Fonterra, DairyNZ
- Professional services e.g. KPMG, 180 Degrees Consulting
- Healthcare and insurance e.g. BUPA, AMI
- Associations e.g. Australian Institute of Company Directors, Leadership Development Centre
- Government e.g. New Zealand Defence Force, Department of Internal Affairs, Ministry of Justice, Environment Canterbury.

Management graduates are employed in many countries around the world such as Australia, UK, Bahrain, China, Japan, Malaysia and Thailand.

What jobs and activities might graduates do?

Management graduates have many career options, which are often influenced by area of specialisation. Many graduates start in one role and work their way into more experienced roles. Some start their own business.

Note: This list is not exhaustive, and some jobs may require further study, training or experience. It is recommended to start with the section 'How can I gain a sense of career direction?'

What job titles do Management graduates have?

- Marketing manager / specialist / officer / assistant, digital marketer
- Campaign executive
- Sales manager / assistant
- Analyst / business analyst
- Customer service analyst
- Business development manager
- Product owner, brand manager
- Associate
- Advisor
- Consultant
- Owner
- Director
- Partner
- General manager
- Team leader
- Supervisor
- Project manager
- Commercial manager
- Communications manager
- Retail manager
- HR / People and culture assistant
- Recruitment consultant
- Operations manager
- Distribution team coordinator
- Inventory controller
- Emergency management administrator
- Fundraising coordinator
- Logistics officer
- Financial manager
- Investment advisor
- International trader
- Accounts clerk
- Business administrator
- Lecturer

- Research analyst / advisor / assistant
- Insurance advisor
- Customer service representative.

What activities could be part of these jobs?

In general, managers oversee the effective use of resources and take responsibility for certain aspects or overall operation of an organisation.

Activities may include planning, budgeting, supervising, organising, advising, implementing, researching, analysing, problem solving, and initiating ideas.

Further study options

Management graduates can progress into a number of postgraduate programmes from honours through to PhD level.

Postgraduate study may facilitate career benefits such as specialist skills, entry into a specific occupation, higher starting salary, faster progression rate, and advanced research capability.

It is important to determine which, if any, further study will help you in your future career.

For further UC study options visit:

📄 www.canterbury.ac.nz/study/academic-study

How can I gain a sense of career direction?

Understanding yourself and others is important to gain a sense of direction. This grows with experience; therefore, trying new things and reflecting on an ongoing basis is important.

Career planning checklist

❑ Discover and reflect on:

- Your values, interests, strengths, abilities, and aspirations
- Your connection to whānau, people, and places
- Lifestyle preferences and location
- The skills you want to gain, use, or enhance

❑ Engage in a variety of experiences to learn about:

- How you want to contribute to society, the environment, and global challenges
- The tasks, responsibilities and work environments you prefer
- Your work values, priorities and interests

❑ Learn more and gather career and study information (refer to page one of this resource)

- Speak with people working in careers that interest you; check the realities of a job/career
- Gather information from various sources

❑ Identify your next steps

- Talking to a career consultant can help you to identify your next steps. Visit: 📄 www.canterbury.ac.nz/life/jobs-and-careers



What have other students and graduates done?

Explore career stories of students' university experiences and UC alumni who make a difference globally in varied ways.

Visit: www.canterbury.ac.nz/about-uc/why-uc/our-students/student-stories



Marliese

Retail and Business Banking Graduate,
ASB Future Me Graduate Programme, Auckland

Bachelor of Commerce in Management
and Marketing

What motivated you to study Management and Marketing?

I initially intended to study medicine but I am a people person and I realised that my strong communication skills would be far more useful in the business world.

Studying Management was an obvious choice for me since I am a natural leader and have a talent for strategic planning and organisation. I was always fascinated by advertisements, even as a child, so I decided to specialise in Marketing as well.

What did you enjoy about it?

Studying a double major was challenging but very rewarding. I had brilliant lecturers who always sparked my interest in each paper I took. They were very approachable and always ready to help.

I loved the fact that it wasn't just a sit-in-class-and-listen type of learning environment. The lecturers promoted interactive learning: working with real companies, giving presentations and having reputed guest speakers visit the class.

How did you make the most of opportunities at UC?

One of the experiences at UC that I enjoyed immensely was participating in the SDS Business Case League Competitions. Competing with New Zealand's premier universities at SDS and presenting to judges who are New Zealand's top business people was an invaluable experience and great preparation for the real business world.

How has your study shaped your future?

Attending UC is the best decision I ever made. Getting into the ASB Graduate Programme is an ambition fulfilled – my studies and the wealth of business world experiences I gained at UC paved the way for me to get to where I am today.

What else should I know? Where can I seek help?

The value of experiences

Learn what experiences graduates attribute to helping them transition into work:

www.canterbury.ac.nz/life/jobs-and-careers/graduate-destinations

Effective job search strategies

- Speaking with employers is key to finding opportunities; not all jobs are advertised.
- Developing an online presence is useful as employers can approach you online.
- Learning about recruitment patterns and where to find opportunities is important.

Need careers advice?

Career guidance services are available for intending and current students, and recent graduates. Contact:

Te Rōpū Rapuara | Careers

T: +64 3 369 0303

E: careers@canterbury.ac.nz

www.canterbury.ac.nz/life/jobs-and-careers

Need study advice?

Student Advisors help you with any questions you have about starting, planning and changing your studies. Visit:

www.canterbury.ac.nz/study/study-support-info/study-support

• If you are considering UC contact:

The Future Students team

T: 0800 VARSITY (0800 827 748)

E: futurestudents@canterbury.ac.nz

• If you are a current UC student contact:

Kaitoko | First Year Student Advisors

T: +64 3 369 0409

E: firstyearadvice@canterbury.ac.nz

Te Kura Umanga | UC Business School

T: +64 3 369 3888

E: studybusiness@canterbury.ac.nz

www.canterbury.ac.nz/study/academic-study/business

