



THE UNIVERSITY OF
WAIKATO
Te Whare Wānanga o Waikato

GUARANTEED CREDIT AGREEMENT

between

THE UNIVERSITY OF WAIKATO, NEW ZEALAND

and

NATIONAL ECONOMICS UNIVERSITY, VIETNAM

for the period

2023 - 2028

1. PARTIES AND BACKGROUND:

- 1.1. The parties to this agreement are the University of Waikato, New Zealand ("Waikato"), and National Economics University, Vietnam ("NEU").
- 1.2. Waikato agrees to provide NEU students with a pathway of study to the Bachelor of Business (BBus) programme offered by the Division of Management.
- 1.3. For the purposes of this agreement, only those students who have successfully completed the first two years of one of the named NEU Programmes as set out in Appendices One to Three will be eligible to apply for admission with credit to the BBus. The NEU Programmes are Bachelor of Accounting, Bachelor of Finance-Banking, and Bachelor of International Business.
- 1.4. At Waikato a three/four year degree consists of 360/480 points. A full-time programme of study consists of 60 points per trimester/120 points per year.

2. WAIKATO AGREES:

- 2.1. To guarantee admission with credit to the BBus provided that NEU students comply with the requirements of 2.1.1, 2.1.2, AND 2.1.3 below:
 - 2.1.1. Meet the admission requirements for Waikato;
 - 2.1.2. Meet the English language entry requirements for Waikato by providing evidence of English language proficiency which includes, but is not limited to:
 - an IELTS Overall score of 6.0 (with no band less than 5.5), *or*
 - an iBT (Internet Based TOEFL) score of 80 with a Writing score of 21, *or*
 - a B grade or better at Level 7 in the Certificate of Attainment in Academic English, *or*
 - a PTE Academic overall score of 50 with no PTE communicative skills below 42.For a full list of accepted English language evidence, please refer to the University of Waikato website.
<https://calendar.waikato.ac.nz/admission/english-language-requirements>
 - 2.1.3. Complete the first two years of one of the named NEU Programmes.
- 2.2. That to be entitled to the admission with credit provisions of this agreement, students must enrol in the BBus degree as detailed in Appendices Five to Seven to this agreement.
- 2.3. That NEU students may receive up to a maximum of 120 points (1 year) of credit towards the BBus degree. This consists of up to 120 points at 100 level and up to 15 points at 200 level as specified in Appendices Five to Seven and is based on the students' academic score as follows:
 - 2.3.1. Students who meet the admission requirements in clause 2.1, and achieve a minimum GPA of B, according to the Waikato Grading Scale, in one of the named NEU

Programmes, will be eligible to receive up to a maximum of 120 points of credit (1 year).

<https://www.waikato.ac.nz/students/examinations/assessment/grades-scale>

- 2.4. That students who have not met the admission requirements as set out in 2.1 above are not covered by the provisions of this agreement but will be considered for admission to Waikato with credit on a case-by-case basis.
- 2.5. To provide each of the students transferring to Waikato appropriate letters of offer in time to enable students to complete the immigration requirements necessary to obtain a permit to study in New Zealand.
- 2.6. To provide NEU with all promotional material and degree information, and the University of Waikato Calendar. <https://calendar.waikato.ac.nz/>
- 2.7. That the Director of the International Office or nominee will advise NEU of changes to Waikato's academic regulations which may impact on the agreement. All parties reserve the right to terminate the agreement where such changes would adversely impact on this agreement (see clause 4.1).

3. NEU AGREES:

- 3.1. That the Director of the International Office at Waikato or nominee will be advised in advance of changes to NEU's papers including materials, assessment, and paper content/design. Should changes significantly affect the nature or content of a paper, Waikato reserves the right to reassess this agreement and if necessary, to terminate the agreement (see clause 4.1).
- 3.2. That any reference to Waikato and/or Waikato's degree programme specified under this Agreement must be approved in advance in writing by the Director of Waikato's International Office or nominee.
- 3.3. Where possible, to provide Waikato with indications of student numbers intending to enrol at Waikato at least six months in advance so that Waikato can successfully facilitate letters of offer, visa and immigration requirements, and the award of credit.
- 3.4. That conditional letters of offer may be made on forecast results. To this end, NEU will make available to Waikato records of the papers taken and grades achieved by those students requesting transfer to Waikato. Final academic records of transferring students will be made available by NEU to Waikato once students have successfully completed the first two years of one of the named NEU Programmes.
- 3.5. That NEU will be responsible for the recruitment of students into the relevant programmes and all associated expenses.

4. WAIKATO AND NEU AGREE:

- 4.1. To provision for termination of this agreement by either party at any time:
 - 4.1.1. Written notification of the desire to terminate must be provided to the parties at least three months' prior to the proposed termination date;
 - 4.1.2. If the issue(s) cannot be resolved, promotion of this agreement will cease immediately and no further students will be enrolled from the time of notification of termination except for clause 4.1.3 below;
 - 4.1.3. If this Agreement is terminated by either party, both parties agree to carry out any obligations and responsibilities assumed prior to the termination date.
- 4.2. That the appendices to this agreement shall form an integral part of this agreement.
- 4.3. That all transferring NEU students will pay domestic or international tuition and associated fees as appropriate, according to the University of Waikato Calendar, in any given year.
- 4.4. That each institution will collect the fees associated with the programmes it offers and there will be no fee sharing between Waikato and NEU.
- 4.5. That students will be enrolled at Waikato at the point of transfer.
- 4.6. That students enrolled at Waikato under this agreement will be subject to the academic, disciplinary, and complaints rules, regulations, policies, and procedures of Waikato.
- 4.7. That the parties acknowledge that the University of Waikato is a signatory to the "*Education (Pastoral Care of Tertiary and International Learners) Code of Practice 2021*". Copies can be found online at:
<https://www.education.govt.nz/further-education/information-for-tertiary-students/code-of-practice-pastoral-care-domestic-tertiary/>
- 4.8. That each institution may delegate the responsibility for managing the provisions of this agreement to a staff member from each institution provided that notification of this delegated authority and the person to whom it has been delegated is provided in writing (see Appendix Eight - Primary Contacts).
- 4.9. That this agreement will remain in force for a period of five (5) years from the last date of signature.
- 4.10. To review the agreement after the first year of operation. Recommendations for revision of this agreement may be made at any time by any party, however it should be noted that jointly agreed changes may require the approval of the Academic Board or equivalent of each institution before they can be implemented.
- 4.11. The agreement may be renewed for a further period of five years (5) with the written

approval of both parties, subject to the approval of the Academic Board or equivalent at each institution.

- 4.12. That continuing liaison on future developments of mutual interest shall occur and any amendment and/or supplement to this agreement shall be valid only after approval as per clause 4.10 and after the authorised representatives of both NEU and Waikato have signed the relevant written documents.
- 4.13. That the arrangement does not exclude Waikato or NEU from forming similar alliances with other institutions worldwide.
- 4.14. To monitor the programmes of study offered by each other to ensure the continued relevance of this agreement.

5. FORCE MAJEURE:

- 5.1. Waikato and NEU shall not be liable for any failure or delay in complying with any obligation imposed on it under this Agreement caused by an act of God, nature, pandemic, war or government, any civil disturbance, or any labour disruption. When such an event occurs the affected party must promptly notify the other party advising of the nature and expected duration of, and the obligation affected by, the event, and must use its best endeavours to mitigate the effects of the event on their obligations under this Agreement.

6. DISPUTE SETTLEMENT:

- 6.1. Any dispute or differences arising from the implementation of the provisions of this Agreement shall be settled amicably via consultation or negotiation between the parties.
- 6.2. This agreement is subject to and shall be interpreted in accordance with the laws of New Zealand where a dispute arises in New Zealand, or the laws of Vietnam where a dispute arises in Vietnam. Each party submits to the non-exclusive jurisdiction of the courts of the country in which the dispute arises.



THE UNIVERSITY OF
WAIKATO
Te Whare Wānanga o Waikato

7. EXECUTED AS AN AGREEMENT:

SIGNED by
NATIONAL ECONOMICS UNIVERSITY

Prof Phạm Hồng Chương
President

Date



Institution Seal/Stamp

SIGNED by
UNIVERSITY OF WAIKATO

Professor Neil Quigley
Vice-Chancellor

Date

6 December 2022



Institution Seal/Stamp

Appendix One
NEU Bachelor of Accounting Programme

The NEU Bachelor of Accounting Programme is a four-year degree in which students undertake courses in both Vietnamese and English.

No.	Code	Courses	Credits	Teaching languages	Semester									
					1	2	3	4	5	6	7	8		
A. General Education			29											
A1. Compulsory courses			23											
1	1	LLNL1105	Marxist-Leninist philosophy	3	Vietnamese	3								
2	2	LLNL1106	Political economics of marxism and Leninism	2	Vietnamese	2								
3	3	LLNL1107	Scientific socialism	2	Vietnamese		2							
4	4	LLSD1102	Vietnam Communist Party History	2	Vietnamese		2							
5	5	LLTT1101	THo Chi Minh Ideology	2	Vietnamese		2							
6	6	NNKC	Foreign Language	12	Vietnamese	X	X							
7	7	GUTC	Physical Education	x	Vietnamese	X	X	X	x					
8	8	QPCT1101	Military Education	x	Vietnamese									
		QPCT1102	Introduction to the National Defense											
		QPDL1103	General Military Education											
		QPDL1104	Vietnam Communist Party's Direction on the National Defense						X					
		QPDL1105	Stragegy and Technique of Shooting AK											
9	9	ENGL 100	Writing Skills	3	English	3								
10	10	MATH 115	Calculus for Business	3	English		3							
11	11	IS 233	Office Productivity Software	3	English		3							
12	12	PSYC 130	Critical Thinking	3	English				3					
Tổ hợp 1: Selective courses (select 1 course)														
13	13	I 165	Regional and People of the World	3	English			3						
14	14	L 100	Introduction to World Literature	3	English									
Tổ hợp 2: Selective courses (select 1 course)														
15	15	DG 140	Introduction to Physical Geography	3	English			3						
16	16	DG 101	The Global Environment	3	English									
II. Professional Education														
2.1. Compulsory courses														
17	1	ECON 100	Principles of Macroeconomics	3	English		3							
18	2		Principles of Microeconomics	3	English	3								

No.	Code	Courses	Credits	Teaching languages	Semester									
					1	2	3	4	5	6	7	8		
	ECON 101													
2.2. Compulsory courses in the Major														
19	1	IS 301	Business Communication	3	English					3				
20	2	ACCT 201	Elementary Financial Accounting/ Introductory Accounting 1	3	English			3						
21	5	BLAW 220	Introduction to Law and Business Transactions	3	English			3						
22	6	STAT 118	Introduction to Business Statistics	3	English			3						
23	7	ACCT 202	Introductory Accounting 2	3	English				3					
24	8	MATH 115B	Econometrics with Application to Economics and Business	3	English					3				
25	9	ACCT 202	Managerial Accounting	3	English					3				
26	10	MKTG 300	Principles of Marketing	3	English				3					
27	11	CBA 300	International Business	3	English					3				
28	12	HRM 360	Organizational Behavior	3	English						3			
29	13	MGMT 425	Business Strategy and Policy	3	English					3				
30	14	IS 300	Management Information Systems	3	English				3					
31	15	MGMT 300	Principles of Management	3	English					3				
32	2	CBA 400	Business Ethics	3	English						3			
Selective courses (select 1 course)			3											
33	1	ECON 372	International Economics	3	English				3					
34	2	ECON 366	Introduction to Development Economics	3	English									
Compulsory courses of Specialization														
35	1	FIN 360	Capital Markets	3	English						3			
36	2	FIN 300	Business Finance	3	English				3					
37	3	FIN 460	Management in financial institutions	4	English						3			
38	4	FIN 350	Investment Principles	4	English						3			
39	5	FIN 400	Intermediate Financial Management	4	English				3					

No.		Code	Courses	Credits	Teaching languages	Semester								
						1	2	3	4	5	6	7	8	
40	6	FIN 490	International Finance	3	English									3
41	7	FIN 450	Portfolio Analysis	3	English									3
<i>Specialization Selective Courses</i>														
<i>Selective Courses (selecting 4 courses)</i>														
<i>Selective 2 courses</i>														
42-43	1	FIN 340	Real Estate Principles	3	English									3
	2	FIN 330	Insurance Principles	3	English									3
	3	FIN 485	Fixed Income Securities	3	English									3
	4	FIN 370	Working Capital Management and Cash Budgeting	3	English									3
5	FIN 310	Personal Finance	3	English									3	
<i>Selective 2 courses</i>														
44-45	1	FIN 480	Derivates	3	English									3
	2	FIN 470	Seminar in Financial Management	3	English									3
	3	FIN 4345	Credit Analysis and Management	3	English									3
	4	FIN 499A	Applied Portfolio Management	3	English									3
	5	FIN 499B	Applied Portfolio Management	3	English									3
46	<i>Final Thesis</i>			12		0	0	0	0	0	0	0	0	0
47	1		Guest Speakers and Seminars		English									X
48	2		Graduation Thesis	12	English									12
			Total Credit	125		1	5	5	1	8	5	8	2	

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Appendix Two
NEU Bachelor of Finance-Banking Programme

The NEU Bachelor of Finance-Banking Programme is a four-year degree in which students undertake courses in both Vietnamese and English.

No.		Code	Courses	Credits	Teaching languages	Semester										
						1	2	3	4	5	6	7	8			
A. General Education				29												
A1. Compulsory courses				23												
1	1	LLNL1105	Marxist-Leninist philosophy	3	Vietnamese	3										
2	2	LLNL1106	Political economics of marxism and Leninism	2	Vietnamese	2										
3	3	LLNL1107	Scientific socialism	2	Vietnamese		2									
4	4	LLSD1102	Vietnam Communist Party History	2	Vietnamese		2									
5	5	LLTT1101	THo Chi Minh Ideology	2	Vietnamese		2									
6	6	NNKC	Foreign Language	12	Vietnamese	X	X									
7	7	GDTC	Physical Education	x	Vietnamese	X	X	X	x							
8	8	QPCT1101	Military Education	x	Vietnamese											
		QPCT1102	Introduction to the National Defense													
		QPDL1103	General Military Education													
		QPDL1104	Vietnam Communist Party's Direction on the National Defense						X							
		QPDL1105	Strategy and Technique of Shooting AK													
9	9	ENGL 100	Writing Skills	3	English	3										
10	10	MATH 115	Calculus for Business	3	English		3									
11	11	IS 233	Office Productivity Software	3	English		3									
12	12	PSYC 130	Critical Thinking	3	English					3						
Tổ hợp 1: Selective courses (select 1 course)																
13	13	L 165	Regional and People of the World	3	English					3						
14	14	L 100	Introduction to World Literature	3	English					3						
Tổ hợp 2: Selective courses (select 1 course)																
15	15	DG 140	Introduction to Physical Geography	3	English					3						
16	16	DG 101	The Global Environment	3	English					3						
II. Professional Education																
2.1. Compulsory courses																
17	1		Principles of	3	English		3									

No.		Code	Courses	Credits	Teaching languages	Semester													
						1	2	3	4	5	6	7	8						
		ECON 100	Macroeconomics																
18	2	ECON 101	Principles of Microeconomics	3	English	3													
2.2. Compulsory courses in the Major																			
19	1	IS 301	Business Communication	3	English								3						
20	2	ACCT 201	Elementary Financial Accounting/ Introductory Accounting 1	3	English			3											
21	5	BLAW 220	Introduction to Law and Business Transactions	3	English			3											
22	6	STAT 118	Introduction to Business Statistics	3	English			3											
23	7	ACCT 202	Introductory Accounting 2	3	English				3										
24	8	MATH 115B	Econometrics with Application to Economics and Business	3	English								3						
25	9	ACCT 202	Managerial Accounting	3	English								3						
26	10	MKTG 300	Principles of Marketing	3	English				3										
27	11	CBA 300	International Business	3	English								3						
28	12	HRM 360	Organizational Behavior	3	English												3		
29	13	MGMT 425	Business Strategy and Policy	3	English								3						
30	14	IS 300	Management Information Systems	3	English				3										
31	15	MGMT 300	Principles of Management	3	English								3						
32	2	CBA 400	Business Ethics	3	English												3		
Selective courses (select 1 course)				3															
33	1	ECON 372	International Economics	3	English								3						
34	2	ECON 366	Introduction to Development Economics	3	English														
Compulsory courses of Specialization																			
35	1	FIN 360	Capital Markets	3	English												3		
36	2	FIN 300	Business Finance	3	English								3						
37	3	FIN 460	Management in financial institutions	4	English													3	

No.		Code	Courses	Credits	Teaching languages	Semester								
						1	2	3	4	5	6	7	8	
38	4	FIN 350	Investment Principles	4	English						3			
39	5	FIN 400	Intermediate Financial Management	4	English				3					
40	6	FIN 490	International Finance	3	English								3	
41	7	FIN 450	Portfolio Analysis	3	English								3	
Specialization Selective Courses														
Selective Courses (selecting 4 courses)														
Selective 2 courses														
42-43	1	FIN 340	Real Estate Principles	3	English									3
	2	FIN 330	Insurance Principles	3	English									3
	3	FIN 485	Fixed Income Securities	3	English									3
	4	FIN 370	Working Capital Management and Cash Budgeting	3	English									3
	5	FIN 310	Personal Finance	3	English									3
Selective 2 courses														
44-45	1	FIN 480	Derivates	3	English									3
	2	FIN 470	Seminar in Financial Management	3	English									3
	3	FIN 4345	Credit Analysis and Management	3	English									3
	4	FIN 499A	Applied Portfolio Management	3	English									3
	5	FIN 499B	Applied Portfolio Management	3	English									3
46	Final Thesis			12		0	0	0	0	0	0	0	0	0
47	1		Guest Speakers and Seminars		English									X
48	2		Graduation Thesis	12	English									12
			Total Credit	125		1	5	5	1	8	5	8	2	

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Appendix Three
NEU Bachelor of International Business Programme

The NEU Bachelor of International Business Programme is a four-year degree in which students undertake courses in both Vietnamese and English.

No.		Code	Courses	Credits	Teaching languages	Semester							
						1	2	3	4	5	6	7	8
A. General Education													
A1. Compulsory courses				29									
1	1	LLNL1105	Marxist-Leninist philosophy	3	Vietnamese	3							
2	2	LLNL1106	Political economics of marxism and Leninism	2	Vietnamese	2							
3	3	LLNL1107	Scientific socialism	2	Vietnamese	2							
4	4	LLSD1102	Vietnam Communist Party History	2	Vietnamese		2						
5	5	LLTT1101	Ho Chi Minh Ideology	2	Vietnamese		2						
		GDC	Physical Education	x	Vietnamese	x	x	x	x				
		QPCT1101	Military Education										
		QPCT1102	Introduction to the National Defense										
		QPDL1103	General Military Education	x	Vietnamese			x					
		QPDL1104	Vietnam Communist Party's Direction on the National Defense										
		QPDL1105	Strategy and Technique of Shooting AK										
6	6	MATH 115	Calculus for Business	3	English	3							
7	7	IS 233	Office Productivity Software	3	English		3						
8	8	ENGL 100	Writing Skills	3	English		3						
9	9	FLAN 101	Foreign Language (Selecting 1 of languages French, Japanese, Russian, Chinese, Korean)	3	English		3						
10	10	PSYC 130	Critical Thinking	3	English			3					
11	11	CBA 400	Business Ethics	3	English			3					
A2. Selective Courses													
A2-1. Complex 1: Selective courses (select 1 course)				3									
12	1	COM 132	Small Group Discussion	3	English			3					
	2	DANC 101	Introduction to Modern Dance	3	English								
	3	JOUR 104	Social Media Communication	3	English								
A2-2. Complex 2: Selective courses: Arts and Humanities (select 1 courses)				3									
13	1	SSCI 165	Regional and People of the World	3	English			3					
	2	CWL 100	Introduction to World Literature	3	English								
	3	GEOG 140	Introduction to Physical Geography	3	English								
A2-3. Complex 3: Selective courses: Lifelong Learning and Self Development (select 2 courses)				6									

No.		Code	Courses	Credits	Teaching languages	Semester								
						1	2	3	4	5	6	7	8	
14	1	CAFF 223	Personal & Family Financial Management	3	English									
	2	CECS 105, 105H	Introduction to Computer Engineering and Computer Science	3	English					3				
	3	C/LA 496	Behavioral Research Methods	3	English									
	4	CE406, 406H	Project Cost-Benefits Analysis	3	English					3				
B. Professional Education				87										
B1. / Courses in the Major				48										
B1-1. Compulsory courses in the Major				45										
15	1	ECON 100	Principles of Macroeconomics	3	English		3							
16	2	ECON 101	Principles of Microeconomics	3	English	3								
17	3	IS 301	Business Communication	3	English					3				
18	4	ACCT 201	Elementary Financial Accounting	3	English				3					
19	5	BLAW 220	Introduction to Law and Business Transactions	3	English			3						
20	6	STAT 118	Introduction to Business Statistics	3	English				3					
21	7	MKTG 300	Principles of Marketing	3	English				3					
22	8	HRM 360	Organizational Behavior	3	English				3					
23	9	MGMT 425	Business Strategy and Policy	3	English						3			
24	10	IS 300	Management Information Systems	3	English					3				
25	11	MGMT 300	Principles of Management	3	English					3				
26	12	FIN 300	Business Finance	3	English						3			
27	13	CBA 300	International Business	3	English				3					
28	14	MGMT 405	International and Comparative Management	3	English				3					
29	15	MGMT406	International Business Policy	3	English				3					
B1.2. Selective courses (select 1 course)				3										
30	1	ECON 372	International Economics	3	English									
	2	ECON 366	Introduction to Development Economics	3	English									
	3	ECON 306	Environmental Issues of World Economy	3	English						3			
	4	A/ST 309	Asia and Globalization	3	English									
	5	ANTH 307	Modernization in Global Perspective	3	English									
B2. / Courses of Specialization				39										
B2.1. Compulsory courses of Specialization				12										
31	1	ACCT 465	International Accounting	3	English						3			
32	2	FIN 490	International Finance	3	English						3			
33	3	MKTG 480	International Marketing	3	English							3		
34	4	BLAW 424	International Legal Environment of Business	3	English						3			
B2.2. Specialization Selective Courses				27										
Selective courses (4 courses)				12										
35	1	TMKD1312	Foreign trade Practice	3	English								3	

No.	Code	Courses	Credits	Teaching languages	Semester										
					1	2	3	4	5	6	7	8			
	2	TMKD1114	International Supply Chain Management	3	English										
	3	TMKD1111	Foreign Direct Investment Company and Joint Venture Management	3	English										
	4	NHQT1103	International Settlement	3	English								3		
	5	MGMT 440	Introduction to global logistics	3	English										
	6	HCA 457	Working around the world	3	English								3		
	7	HRM 460	Current issues in International Human Resource Management	3	English									3	
	B2.3. Final Thesis			15											
36	1		Guest Speakers and Seminars/Major research	3	English								3		
37	2		Graduation Thesis	12	English										12
	Total credits of the program			28		3	6	5	1	5	1	5	12		

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Appendix Four
University of Waikato Bachelor of Business

The Bachelor of Business (BBus) is a three-year undergraduate degree offered by the Division of Management. For the BBus, students must complete a minimum of 360 points across 100, 200, and 300 levels, including at least 225 points above 100 level and 75 points above 200 level. The compulsory papers for a BBus are listed below.

Students may choose one of the following majors offered as part of the BBus at either the Hamilton or Tauranga campus as indicated below:

- Accounting (Tauranga and Hamilton)
- Agribusiness (Hamilton)
- Digital Business (Hamilton)
- Economics (Hamilton)
- Finance (Tauranga and Hamilton)
- Human Resource Management (Hamilton)
- Marketing (Tauranga and Hamilton)
- Public Relations (Hamilton)
- Strategic Management (Tauranga and Hamilton)
- Supply Chain Management (Hamilton)
- Tourism and Hospitality Management (Hamilton)

BBus Degree Planner

Year 1	100 Level Major	100 Level One of Business Fundamentals	100 Level One of Business Fundamentals	100 Level One of Business Fundamentals	100 Level One of Business Fundamentals	100 Level One of Business Fundamentals	100 Level Elective or Minor	100 Level Elective or Minor
Year 2	200 Level Major	200 Level Major	200 Level Major	BUSAN205 Data Analytics with Business Applications	MNMGT202 Intercultural Perspectives on Organisations	100 Level or Above Elective or Minor	200 Level Elective or Minor	200 Level Elective or Minor
Year 3	300 Level Major	300 Level Major	300 Level Major	300 Level Major*	300 Level Work-Integrated Learning Paper	200 Level or Above Elective or Minor	200 Level or Above Elective or Minor	200 Level or Above Elective or Minor

Major
 Field
 Elective

Students have the option to replace the 9th Major paper in Year 3 with the Work-Integrated Learning (WIL) paper and count the WIL towards their major subject. This provides the flexibility to take any management paper at 300 Level instead.

Further information on the Bachelor of Business (single Major) can be found online at: <https://www.waikato.ac.nz/study/qualifications/bachelor-of-business>

Business Fundamentals Papers:

- ACCTN101 - Accounting for Management
- ECONS101 - Economics for Business and Management
- FINAN101 - Introduction to Finance
- MGSYS101 - Digital Business and Supply Chain Management
- MRKTG101 - Fundamentals of Successful Marketing
- STMGT101 - Introduction to Management

Appendix Five
A pathway to the Bachelor of Business from the NEU Bachelor of Accounting Programme

Students who successfully complete the first two years of the NEU Bachelor of Accounting Programme, as detailed in Appendix One, with a minimum GPA of B, according to the Waikato Grading Scale, will be eligible to receive a maximum of 1 year (120 points) of credit towards the Bachelor of Business. This consists of up to 120 points at 100 level as set out below:

Up to 120 points at 100 level:

- ACCTN101 - Accounting for Management (15 points)
- ACCTN102 - Introductory Financial Accounting (15 points)
- ECONS101 - Economics for Business and Management (15 points)
- FINAN101 - Introduction to Finance (15 points)
- MATHS165 - General Mathematics (15 points)
- MRKTG101 - Fundamentals of Successful Marketing (15 points)
- STMGT101 - Introduction to Management (15 points)
- Unspecified credit for 100-level MGSYS paper (15 points)

Students who receive the maximum 1 year (120 points) of credit will need to complete a further 2 years (240 points) at the University of Waikato to complete the Bachelor of Business.

For clarity, the above papers will be matched with the following NEU courses:

National Economics University Course	University of Waikato Paper
	100 level
ACCT 300A Intermediate Accounting 1/ Introductory Accounting 2	ACCTN101 - Accounting for Management
ACCT201 Elementary Financial Accounting/Introductory Accounting 1	ACCTN102 - Introductory Financial Accounting
ECON101 Principles of Microeconomics ECON100 Principles of Macroeconomics	ECONS101 - Economics for Business and Management
FIN300 Business Finance	FINAN101 - Introduction to Finance
MATH115 Calculus for Business	MATHS165 - General Mathematics
MKTG300 Principles of Marketing	MRKTG101 - Fundamentals of Successful Marketing
MGMT300 Principles of Management	STMGT101 - Introduction to Management
IS300 Management Information Systems	Unspecified credit for 100-level MGSYS paper

It is highly recommended that students transferring to Waikato under this GCA take ENSLA papers as their electives where possible. It is possible that students could choose to minor in ENSLA from 2023 with the addition of ENSLA papers at 300 level.

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Appendix Six

A pathway to the Bachelor of Business from the NEU Bachelor of Finance-Banking Programme

Students who successfully complete the first two years of the NEU Bachelor of Finance-Banking Programme, as detailed in Appendix Two, with a minimum GPA of B, according to the Waikato Grading Scale, will be eligible to receive a maximum of 1 year (120 points) of credit towards the Bachelor of Business. This consists of up to 105 points at 100 level and 15 points at 200 level as set out below:

Up to 105 points at 100 level:

- ACCTN102 - Introductory Financial Accounting (15 points)
- ECONS101 - Economics for Business and Management (15 points)
- FINAN101 - Introduction to Finance (15 points)
- MATHS165 - General Mathematics (15 points)
- MRKTG101 - Fundamentals of Successful Marketing (15 points)
- STMGT101 - Introduction to Management (15 points)
- Unspecified credit for 100-level MGSYS paper (15 points)

Up to 15 points at 200 level:

- FINAN200 - Financial Management 1

Students who receive the maximum 1 year (120 points) of credit will need to complete a further 2 years (240 points) at the University of Waikato to complete the Bachelor of Business.

For clarity, the above papers will be matched with the following NEU courses:

National Economics University Course	University of Waikato Paper
100 level	
ACCT201 Elementary Financial Accounting/Introductory Accounting 1	ACCTN102 - Introductory Financial Accounting
ECON101 Principles of Microeconomics ECON100 Principles of Macroeconomics	ECONS101 - Economics for Business and Management
FIN300 Business Finance	FINAN101 - Introduction to Finance
MATH115 Calculus for Business	MATHS165 - General Mathematics
MKTG300 Principles of Marketing	MRKTG101 - Fundamentals of Successful Marketing
MGMT300 Principles of Management	STMGT101 - Introduction to Management
IS300 Management Information Systems	Unspecified credit for 100-level MGSYS paper
200 level	
FINAN400 Intermediate Financial Management	FINAN200 - Financial Management 1

It is highly recommended that students transferring to Waikato under this GCA take ENSLA papers as their electives where possible. It is possible that students could choose to minor in ENSLA from 2023 with the addition of ENSLA papers at 300 level.

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Appendix Seven

A pathway to the Bachelor of Business from the NEU Bachelor of International Business Programme

Students who successfully complete the first two years of the NEU Bachelor of International Business Programme, as detailed in Appendix Three, with a minimum GPA of B, according to the Waikato Grading Scale, will be eligible to receive a maximum of 1 year (120 points) of credit towards the Bachelor of Business. This consists of up to 105 points at 100 level and 15 points at 200 level as set out below:

Up to 105 points at 100 level:

- ACCTN102 - Introductory Financial Accounting (15 points)
- ECONS101 - Economics for Business and Management (15 points)
- FINAN101 - Introduction to Finance (15 points)
- MATHS165 - General Mathematics (15 points)
- MRKTG101 - Fundamentals of Successful Marketing (15 points)
- STMGT101 - Introduction to Management (15 points)
- Unspecified credit for 100-level MGSYS paper (15 points)

Up to 15 points at 200 level:

- HRMGT202 - Human Resource Management

Students who receive the maximum 1 year (120 points) of credit will need to complete a further 2 years (240 points) at the University of Waikato to complete the Bachelor of Business.

For clarity, the above papers will be matched with the following NEU courses:

National Economics University Course	University of Waikato Paper
100 level	
ACCT201 Elementary Financial Accounting/Introductory Accounting 1	ACCTN102 - Introductory Financial Accounting
ECON101 Principles of Microeconomics ECON100 Principles of Macroeconomics	ECONS101 - Economics for Business and Management
FIN300 Business Finance	FINAN101 - Introduction to Finance
MATH115 Calculus for Business	MATHS165 - General Mathematics
MKTG300 Principles of Marketing	MRKTG101 - Fundamentals of Successful Marketing
MGMT300 Principles of Management	STMGT101 - Introduction to Management
IS300 Management Information Systems	Unspecified credit for 100-level MGSYS paper
200 level	
HRM360 Organizational Behavior	HRMGT202 - Human Resource Management

It is highly recommended that students transferring to Waikato under this GCA take ENSLA papers as their electives where possible. It is possible that students could choose to minor in ENSLA from 2023 with the addition of ENSLA papers at 300 level.

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**Appendix Eight
Primary Contacts**

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