Why study at the University of Auckland?

New Zealand's leading University
The University of Auckland is New Zealand's leading university ranked 85th in the QS World University Rankings 2019. The Department of Accounting and Finance ranked 41st in the QS World University Rankings 2018.

Internationally recognised
Our Business School is in the 1% of Business Schools worldwide to receive Triple Crown accreditation from the top international bodies: AACSB International, EQUIS-EFMD and AMBA.

Award winning facilities
Business classes are held in the state-of-the-art Sir Owen G Glenn Building. Built in 2008, it features the latest technology in its lecture theatres, case rooms, computer labs and study rooms. There is a bank as well as a café and social spaces.

A safe, clean and vibrant city
Auckland is a safe, multicultural city of 1.5 million people, ranked third best in the Mercer 2018 Quality of Living Survey. New Zealand is the second most peaceful country in the world in the Global Peace Index (Institute for Economics and Peace 2018).

In the heart of Auckland city
Our Auckland City Campus is located in New Zealand’s largest commercial and business centre. Students are minutes away from the country’s leading companies, as well as inner-city beaches, parks and public spaces.
A Business Masters at the University of Auckland Business School will prepare you for the challenging and fast-moving business world.

Whether you plan to work in New Zealand or internationally, in a corporate, public service or not-for-profit organisation, our Business Masters programmes will give you the skills, knowledge and confidence to succeed. I invite you to join our cohort of like-minded and motivated students and take the first step towards building your future career.

Andrew Eberhard
Director of Business Masters

Auckland, New Zealand

**Average temperatures**

- December - March 15°C - 24°C
- June - August 8°C - 15°C

**Flight times**

- Singapore - 10 hours
- Hong Kong - 11 hours

Auckland International Airport has more than 100 international flights arriving every day.
Why study a coursework masters degree?

**A practical learning experience**
Our coursework masters degrees will give you a practical and rigorous learning experience in a diverse, international cohort.

Whether you have a business background or not, our programmes are perfect for launching a business career or steering your existing career in a new direction.

**Professional development modules**
Our professional development modules are designed to complement your academic learning and give you the skills employers are looking for.

**Insights into the professional world**
Many of our classes incorporate team-based learning, where you work in groups to replicate workplace dynamics using real-life case studies that offer practical insights into the professional world.

**New Zealand business community**
Our students are engaged with the New Zealand business community, interacting with business leaders through symposiums, speaker events, seminars and conferences.

Masters programmes have two intakes per year, in April and September.

Masters programmes are taught in quarters. There are four ten-week quarters per year, with a two-week break between each quarter.
The Master of Management programme offers core topics in management, accounting, business analytics, economics, marketing and strategy. This is complemented by a choice of specialisations and an emphasis on professional development. Students are able to structure their programme to suit their needs, opening up opportunities to a variety of roles and sectors.

Likely roles include:
- Business analyst
- Market planner
- Management consultant
- Sales executive

Programme structure

**Master of Management (MMgt)**

180 points: 15 months

The Master of Management programme offers core topics in management, accounting, business analytics, economics, marketing and strategy. This is complemented by a choice of specialisations and an emphasis on professional development. Students are able to structure their programme to suit their needs, opening up opportunities to a variety of roles and sectors.

Likely roles include:
- Business analyst
- Market planner
- Management consultant
- Sales executive

Programme structure

**Master of Management - Cohort 12**

<table>
<thead>
<tr>
<th>Core 1</th>
<th>Core 2</th>
<th>Specialisation 3</th>
<th>Specialisation 4</th>
<th>Strategic Management and Capstone 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
</tbody>
</table>
| • Managing People and Organisations  
  • Economics for Managers          | • Financial Reporting and Control  
  • Business Analytics               | • Specialisation course 1  
  • Specialisation course 2          | • Specialisation course 3  
  • Specialisation course 4          | • Strategic Management*  
  • Specialisation course 5          | • Strategy Capstone          |
| *Accounting Information Systems for Accounting Specialisation.  
**HRM Specialisation will be available from September 2019.**

**Professional Development**

Choose one of five specialisations:

<table>
<thead>
<tr>
<th>Accounting</th>
<th>Business</th>
<th>International Business</th>
<th>Marketing</th>
<th>Human Resource Management**</th>
</tr>
</thead>
</table>
| • Financial Reporting and Accounting  
  • Business Finance  
  • Analysing Financial Statements  
  • Management Accounting | • Marketing Management  
  • Business Finance  
  • International Human Resource Management  
  • Global Operations Management | • Marketing Management  
  • International Business Environment  
  • International Human Resource Management  
  • Global Operations Management | • Marketing Management  
  • Advertising, Branding, and PR  
  • Understanding Consumers  
  • Marketing Communications | • Marketing Management  
  • Human Resource Policy and Practice  
  • International Human Resource Management  
  • Global Operations Management |  

*Accounting Information Systems for Accounting Specialisation.  
**HRM Specialisation will be available from September 2019.*
The Master of Professional Accounting programme will equip you for a career as an accountant. It is recognised as a pathway to becoming a chartered accountant through the Chartered Accountants Australia New Zealand (CA ANZ) and a certified practising accountant through CPA Australia. Delivered with a practitioner focus, graduates may also seek exemptions from the Association of Chartered Certified Accountants (ACCA) and the Chartered Institute of Management Accountants (CIMA).

likely roles include:
- Auditor
- Tax specialist
- Management accountant
- Systems accountant
- Business adviser

Programme structure

| Master of Professional Accounting - Cohort 12 |
|-----------------|-----------------|-----------------|-----------------|-----------------|
| Core 1          | Core 2          | Specialisation in Accounting 3 | Specialisation in Accounting 4 | Advanced Specialisation in Accounting 5  |
| Managing People and Organisations | Financial Reporting and Control | Financial Reporting and Accounting Business Finance | Analysing Financial Statements Management Accounting |
| Economics for Managers | Business Analytics |  |
| Advanced Specialisation in Accounting 6 |
| Strategic Management Accounting | Accounting Information Systems | Commercial and Corporate Law |
| Taxation for Business | Auditing for Business |  |
| Capstone for MProfAcctg |

Professional Development

Career kick start

“I got a lot of help and job references from my lecturers and tutors during my job search. I would consider the network I built during my studies most valuable.”

Steve (Wang) Chang
Master of Professional Accounting
Are you looking for a career with a global focus? The Master of International Business combines core topics in management, accounting and marketing with speciality courses in international finance, global operations, strategy and competition. Consultancy and industry-linked projects provide opportunities to practise specialist and professional skills.

Likely roles include:
- Export analyst
- International marketing representative
- International relations consultant

Programme structure

<table>
<thead>
<tr>
<th>Core 1</th>
<th>Core 2</th>
<th>Specialisation in International Business 3</th>
<th>Specialisation in International Business 4</th>
<th>Advanced Specialisation in Int Business 5</th>
<th>Advanced Specialisation in Int Business 6</th>
</tr>
</thead>
</table>
| - Managing People and Organisations  
  - Economics for Managers  
  - Financial Reporting and Control  
  - Business Analytics | - Marketing Management  
  - International Business Environment | - International Human Resource Management  
  - Global Operations Management | - Strategic Management  
  - International Trade and Finance  
  - Competing in Asia | - Consultancy Practice  
  - International Business Research Project  
  - Consultancy Project for MIntBus |

Professional Development
The world of marketing and communications is changing fast. Our Master of Marketing will get you business-ready with an emphasis on contemporary marketing and strategic management in a global environment. Core courses in management, accounting and business analytics are complemented with specialist marketing topics and a consultancy or industry-linked project.

Likely roles include:
- Marketing coordinator
- Brand manager
- Market analyst
- Public relations officer

Programme structure*

<table>
<thead>
<tr>
<th>Core</th>
<th>Core</th>
<th>Specialisation in Marketing</th>
<th>Specialisation in Marketing</th>
<th>Advanced Specialisation in Marketing</th>
<th>Advanced Specialisation in Marketing</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
<td>6</td>
</tr>
<tr>
<td>- Managing People and Organisations</td>
<td>- Financial Reporting and Control</td>
<td>- Marketing Management</td>
<td>- Understanding Consumers</td>
<td>- Strategic Management</td>
<td>- Consultancy Practice</td>
</tr>
<tr>
<td>- Economics for Managers</td>
<td>- Business Analytics</td>
<td>- Advertising, Branding, and PR</td>
<td>- Marketing Communications</td>
<td>- Strategic Digital Marketing</td>
<td>PLUS ONE OF:</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>- Competing in Asia</td>
<td>- Marketing Research Project</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>- Consultancy Project for MMktg</td>
</tr>
</tbody>
</table>

Professional Development

I now feel prepared

“My thinking was challenged and I feel confident and well prepared for my role as Communications Executive at Colgate-Palmolive.”

Rachael Poon
Master of Marketing
The Master of Human Resource Management provides the platform you need to pursue a career in HRM and related fields. Specialist courses in HR policy and practice, HR analytics and strategic HRM are complemented by courses in accounting, global operations management and marketing. Opportunities for the development of a strong portfolio of professional skills lead into a specialist HRM-focussed industry linked consulting project.

Programme structure*

Core
1
- Managing People and Organisations
- Economics for Managers

Core
2
- Financial Reporting and Control
- Business Analytics

Specialisation in Human Resource Management
3
- Marketing Management
- Human Resource Policy and Practice

Specialisation in HRM
4
- International Human Resource Management
- Global Operations Management

Advanced Specialisation in HRM
5
- Strategic Management
- Human Resource Analytics
- Strategic Human Resource Management

Advanced Specialisation in HRM
6
- Consultancy Practice

PLUS ONE OF:
- HRM Research Project
- Consultancy Project for MHRM

Professional Development

*This programme will be available from September 2019.
Get ready for a career in business

Our Business Masters courses are designed to help you develop the knowledge and skills you will need to progress into a career that interests and challenges you. We will help you define your career goals and identify a pathway to achieve them.

Career counsellors offer interactive workshops and one-on-one coaching sessions to ensure you have the tools and strategies you need to kickstart your business career.

The Business School hosts job fairs and presentations from recruitment experts, and our range of networking events allow you to meet employers and find out more about different industries and companies.

Enhance your career prospects by joining our social, sporting and business clubs to build strong networks with other students and the business community.

For information about current post study visa policies refer to New Zealand Immigration website www.immigration.govt.nz
Strategy Capstone Project

In the Strategy Capstone Project course in the Master of Management you will work as part of a cross-functional team, drawing on the knowledge and skills you have gained in the core courses, and your chosen specialisation, and applying these to a real business case. The project will explore the logic and processes of strategy formulation and your group will be required to come up with creative and innovative recommendations.

Recent cases have been based in the education services and sustainable retail sectors and have focused on the development of market entry strategies for China, Chile, Myanmar and the USA.

Consultancy/internship projects

The Master of International Business, Master of Marketing and Master of Human Resource Management programmes include an individual internship consultancy project, giving you the opportunity to put your knowledge into practice in a real-world context.

You will be matched with companies across a range of industries and have the chance to apply your creative and critical thinking skills, while spending time in your host organisation. As an intern you will be expected to design and scope a project, and gather and analyse information to assist you in addressing key issues and making recommendations. Your portfolio of outputs will include a written report and a short oral presentation, enabling you to showcase your knowledge and professional skills.

Previous consultancy/internship projects have included assisting with market entry strategies for new products or business expansion, international market research and new market validation and testing.
Career impact

“I have always aspired for a career that enables me to help multinational businesses to grow through the planning and implementation of business strategies. I chose the MIntBus programme as I wanted to learn about how businesses are able to compete in such a complex international environment.”

Jenny Ung
Master of international Business
ProfeSSional development modules

- Attitudes
- Values
- Aspirations
- Career goals
- Self-awareness
- Organisational culture
- Self management
- Time management
- Team dynamics
- Presentation skills

SELF

EMPLOYEE

PROFESSIONAL

DEVELOPMENT

JOURNEY

LEADER

MANAGER

- Value creation
- Decision making
- Influencing others
- Managing change
- Negotiation
- Collaboration
- Cross-cultural considerations
- Managing others
- Project management
- Delegation

Presentation and leadership

“The programme helped me to develop myself as an individual. Besides gaining a lot of useful knowledge in areas of management and international business, I have dramatically improved my writing, presentation, teamwork and leadership skills. I believe that the opportunities that you could have after finishing this degree are countless.”

Alexander Ivanov
Master of Management (International Business)
• Organisational culture
• Self management
• Time management
• Team dynamics
• Presentation skills
• Collaboration
• Cross-cultural considerations
• Managing others
• Project management
• Delegation

University of Auckland
A supportive learning environment

**English language support**

We have a dedicated team of English language teachers who work with students to continue developing their language skills. You can attend weekly English language seminars as well as access one-on-one support.

Non-native English speakers are well supported throughout the programme, with evidence from exit testing indicating that most students are achieving a significant lift in their oral and written English language competency.

Our supportive team of programme and student advisers are the first point of contact for all programme-related matters, including orientation and transition, enrolment and well-being. They provide comprehensive academic advice to guide programme planning and support academic progress.
Course expectations and options

The Business Masters are full-time coursework programmes. You will be expected to be available for classes between 8am and 6pm, Monday to Friday. You should also plan to spend time outside of class completing individual and group assignments, as well as private study. We advise students not to commit to part-time work before they receive their class timetables.

Substitutions
If you have completed courses in an undergraduate degree that are considered substantially similar to the core content of the programmes, you will be required to complete substitute courses from a second specialisation. Students will be advised on a case-by-case basis.

Transfer options
Students can apply to transfer from the Master of Management to the specialist 240-point degree programmes in Professional Accounting, International Business, Marketing and Human Resource Management if they have completed the relevant specialisation.

Advancing in the programme
To progress into one of the specialisations in the third quarter students must achieve a B- average in the four core courses. To continue into the advanced specialisations students need a B average in their specialisation.

Exit pathways
If for any reason you are unable to continue with your masters programme, you may apply to reassign completed courses towards the Postgraduate Certificate or the Postgraduate Diploma in Management.
Meet some of our lecturers

Dr Antje Fiedler
Research interests include business engagement with Asia, innovation and entrepreneurship, and diversity of capitalism. Received her Master of Commerce (Diplom-Kauffrau) from the Justus-Liebig University Giessen and PhD in Management from the University of Auckland Business School.

Professor Darl Kolb
A pioneering theorist on social and technical connectivity. Now studying the links between connectivity and performance in distributed work teams in global firms. Received his PhD in organisational behaviour from Cornell University.

Professor Sholeh Maani
Professor of Economics and specialist in applied microeconomics, in particular the labour market and education. Engaged in international research collaborations and advises on labour market research and policy in New Zealand and overseas.

Dr Denis Odlin
Twenty years of industry experience as a senior marketing manager in Asia and Australia. MIB from the University of Melbourne and PhD in International Business from the University of Auckland. Research focuses on the competitive strategies of international SMEs.

Professor David Robb
Professor of Operations and Supply Chain Management with extensive background in top New Zealand companies, teaching at undergraduate, graduate and executive level. Received his MBA and PhD from the University of Calgary.

Dr Bridgette Sullivan-Taylor
Bridgette’s research focuses on managing uncertainty and developing organisational resilience. She worked for Fletcher Building, continuing this relationship while in the UK, supported by funding from Fletchers to do both a secondment and then a PhD at Warwick Business School in the area of strategic management.

Professor Jilnaught Wong
Former Deputy Dean of the Business School, Professor of Financial Accounting, with a background in chartered accounting and investment banking. His research interests include contracting and agency issues in financial accounting, earnings management and corporate governance.
Meet some of our support staff

Nino Murjikneli – Programme Manager
Over twelve years’ experience in tertiary sector administration in New Zealand, ten years of which she spent at the University of Auckland. Gained her Diploma in Teaching at Unitec New Zealand, Postgraduate Diploma in Business Administration and an MBA at the University of Auckland Business School.

Maria Aquino – Student and Programme Adviser
Brings a wealth of knowledge from over fifteen years of professional experience, having worked in presidential and consular offices internationally and in the education sector as part of the University of Auckland Business School. Holds a Bachelor of Science in Management from Ateneo de Manila University Loyola Schools.

Eleanor Adeane-Nancarrow – Student and Programme Adviser
Several years of experience at the University of Auckland with postgraduate student admissions, programme structures, regulations and compliance, orientation and pastoral care. Gained a Bachelor of Arts (double Major in English and Philosophy) from the University of Auckland.

Bebe Fu – Student and Programme Adviser
Worked for over six years in New Zealand in student advising and programme administration. Gained a Master of Management from Massey University, and a Bachelor of Arts from the Northeastern University, China.

Tasha Le – Student and Programme Adviser
Professional roles in tertiary sector admissions and student services for over six years in Australia and New Zealand. Completed a Bachelor of Business Management majoring in Human Resource and Marketing at the University of Queensland in Australia.

Shaminie Chetty – Career Development and Employer Liaison Manager
Seventeen years of careers guidance experience in universities and has held a number of senior roles in careers and employer liaison in New Zealand and South Africa. Breadth of experience in the development and delivery of careers education programmes and effective engagement with industry, especially with graduate employers. Gained a Bachelor of Arts (Honours) from the University of KwaZulu-Natal.
Entry requirements

Academic: A bachelor's degree from a recognised university in either business or a relevant non-business discipline, with a B grade average. The exact entry requirement will depend on the ranking of the institution and discipline studied. Work experience is not required.

English language: International students must achieve an academic IELTS score of 6.5 with no band less than 6.0, or an approved equivalent.

For full details of entry requirements, visit [www.businessmasters.auckland.ac.nz](http://www.businessmasters.auckland.ac.nz)

Tuition fees

<table>
<thead>
<tr>
<th>PROGRAMME</th>
<th>POINTS/DURATION</th>
<th>DOMESTIC FEES*</th>
<th>INTERNATIONAL FEES*</th>
<th>INTAKES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Master of Management</td>
<td>180 points: 15 months</td>
<td>NZ$27,812</td>
<td>NZ$57,890</td>
<td>April/September</td>
</tr>
<tr>
<td>Master of International Business</td>
<td>240 points: 18 months</td>
<td>NZ$37,204</td>
<td>NZ$77,662</td>
<td>April/September</td>
</tr>
<tr>
<td>Master of Professional Accounting</td>
<td>240 points: 18 months</td>
<td>NZ$37,204</td>
<td>NZ$77,662</td>
<td>April/September</td>
</tr>
<tr>
<td>Master of Marketing</td>
<td>240 points: 18 months</td>
<td>NZ$37,204</td>
<td>NZ$77,662</td>
<td>April/September</td>
</tr>
<tr>
<td>Master of Human Resource Management</td>
<td>240 points: 18 months</td>
<td>NZ$37,204</td>
<td>NZ$77,662</td>
<td>September</td>
</tr>
</tbody>
</table>

*These are indicative fees only, based on the April 2019 intake – please refer to our website.

Important dates

<table>
<thead>
<tr>
<th>PROGRAMME INTAKE</th>
<th>INTERNATIONAL STUDENTS SHOULD APPLY BY</th>
<th>DOMESTIC STUDENTS SHOULD APPLY BY</th>
</tr>
</thead>
<tbody>
<tr>
<td>April 2019</td>
<td>1 February 2019</td>
<td>1 March 2019</td>
</tr>
<tr>
<td>September 2019</td>
<td>1 July 2019</td>
<td>1 August 2019</td>
</tr>
</tbody>
</table>

Late applications may be considered subject to the availability of places.

Scholarships

A number of scholarships are available. These are worth up to NZ$10,000 each for domestic students and up to NZ$30,000 each for international students.

Selection is based on academic merit and a written statement outlining career goals and motivation.

Visit [www.businessmasters.auckland.ac.nz/scholarships](http://www.businessmasters.auckland.ac.nz/scholarships) for more information.

Need help?

International: +64 9 923 1535

New Zealand: 0800 61 62 63

Email: businessmasters@auckland.ac.nz

[www.businessmasters.auckland.ac.nz](http://www.businessmasters.auckland.ac.nz)

Disclaimer

Although every reasonable effort is made to ensure accuracy, the information in this document is provided as a general guide only for students and is subject to alteration. All students enrolling at the University of Auckland must consult its official document, the current University of Auckland Calendar, to ensure that they are aware of and comply with all regulations, requirements and policies.

Brought to you by the Graduate School of Management