



THE UNIVERSITY OF
AUCKLAND
Te Whare Wānanga o Tāmaki Makaurau
NEW ZEALAND

BUSINESS SCHOOL
GRADUATE SCHOOL
OF MANAGEMENT

MBA Employer Guide



Samuel Stadler
MBA graduate and
VP Marketing, Parrot Analytics





Your organisation needs the strongest talent available to operate effectively. The Graduate School of Management executive-level degrees are designed to upskill working professionals, enhancing their long-term career prospects or supporting a mid-career shift. Our MBA builds the management capability of those individuals who drive organisational performance and shape the New Zealand economy.

Our programmes will give your staff the knowledge and confidence to leap into new challenges and thrive in a fast-paced business environment. Our MBA candidates interact with some of the country's most innovative business leaders and make business networks for life.

You and your candidate are welcome to meet our staff and other MBA candidates at one of our information evenings, held on the first Monday of most months. Or, if you prefer, we can visit you.

We look forward to working with you.

DR RICK STARR
Director, MBA and PGDipBus

Why sponsor an MBA student?

For many New Zealand organisations, the ability to attract and retain top-level talent is one of the most pressing issues of the current business environment. A lack of leadership capability is one of the greatest threats an organisation may face. Our CEOs see issues that are closer to home having the greatest impact on their growth prospects, with the availability of key skills and cyber threats being two of the main concerns. Finding the right people for the job continues to be a major pain point for CEOs: 91% believe the availability of key skills is one of the top threats to their business compared with 84% in 2018. Unsurprisingly, 63% say it's becoming more difficult to hire people with capabilities they need.*

An opportunity exists for proactive business leaders to review and focus their development strategies to address these issues.

Employers of our MBA students tell us that there is no question these individuals add value to the business, notably in their decision-making abilities. Our programmes attract experienced working professionals with significant business records. They are motivated to challenge their thinking, gain new business tools, strengthen their business networks and enhance their decision making. The discipline of academic rigour and applied learning demanded of them has a direct impact on their leadership performance and the contribution they make to the business. Employers sponsoring MBA students recognise and value these outcomes.

*PwC New Zealand 2019 CEO Survey.

What is expected from me as a sponsor?

Pre-MBA

- Letters of reference to support the individual application
- Financial commitment of up to \$45,000 (spread across two or three years)**

During MBA

- Occasional time away from the office in the lead-up to exams, to be negotiated by the applicant
- Access to certain company information to be used in MBA reports as appropriate
- Access to clients for research purposes as appropriate
- One weeks leave for the (Domestic or International) Consultancy project

Post-MBA

- Recognition of the individual achievement
- An opportunity for the candidate to present a summary of the MBA to peers and/or superiors
- Review meeting/appraisal
- Ongoing feedback on post-study performance
- Opportunities to implement learnings in projects and new initiatives

What can I expect from a sponsored MBA candidate?

Pre-MBA

- Requests for a contribution to finance/support

During MBA

- Increased decision-making capability in the workplace
- Increased leadership capability
- Multiple assignments with the potential to tailored them to company requirements

Post-MBA

- A well-rounded, confident leader with a global mindset
- Extensive inter- and intra-industry networks
- Ongoing opportunities to engage with teaching staff at the Graduate School of Management
- Continuous learning initiatives offered by the University of Auckland MBA Alumni Club
- High aspirations for future career development

“It shows I’m committed to my career and I’m trying to get better at what I do - it’s a win, win for everyone.”

PRISCILA BERNADES (MBA)
Head of Sales
LANcom Technology



“Priscila’s studies have helped her align our business requirements and goals and she knows how to execute them.”

“It’s very important staff are constantly learning and trying to apply their learning to the business environment. You can’t be stagnant in a technology market. Things you learnt five years ago are basically outdated now.”

WARUNA KIRIMETIYAWA
Group CEO at LANcom ANZ

Who should I sponsor?

- A self-motivated, ambitious high-performer
- Someone who has the potential to be part of the next generation of top executives in your business
- Someone with specific skills who seeks to broaden their horizons
- Someone who genuinely believes in the purpose and future of the business
- An individual who can lead your business into the next phase of strategic growth

Employers can expect MBA graduates to*:

- Have a holistic view of all business functions and processes and a strong overview of international business strategy
- Have well-developed interpersonal skills, including the ability to communicate effectively and to interact with groups and individuals at all levels
- Apply strategic management skills at a senior level in changing business environments
- Transform organisations through strategic leadership, intellectual rigour and professional ethical values
- Bring the latest business thinking to an organisation

Recommendations

- Appoint an internal supervisor responsible for maintaining a close dialogue with your candidate
- Negotiate an employer-candidate agreement at the outset, which clearly states the objectives and expectations of each party, including finance structure
- Monitor ongoing academic results, identifying and addressing any performance problems early
- Request regular updates from your candidate through the programme and, where possible, invite the wider team to participate and provide feedback in these sessions
- Schedule a time for the candidate to present a comprehensive report of the MBA outcomes following completion
- Develop a relationship with the Graduate School of Management team to maximise and personalise the support available for your candidate
- Provide opportunities for assignment topics and/or research projects

*According to the Association of MBAs (AMBA), the global accreditation authority: www.mbaworld.com



What our MBA sponsors say



Strategic capability and mutual return on investment

“New Zealand organisations need to build sustainable profits and grow leaders with a broad range of strategic capabilities. An MBA programme can deliver both of these. It profoundly shifts the mind-set and capabilities of any leader. To mitigate any loss of investment in the programme, both the organisation and the individual must work better together during the study period so that expectations are managed, and the balance between providing new opportunities to apply the learning and role advancement can be achieved.”

CRAIG GILLETT (MBA)

Head of Insurance Capability, IAG – MBA Sponsor

A broader capability

The MBA provides relevant knowledge for staff at mid- to senior-management level.

“We’re all about self-directed learning at Fisher & Paykel Healthcare, so it’s about giving people the opportunity to really develop and grow for themselves.”

ANDY GRAVES

Head of Capability, Fisher & Paykel Healthcare – MBA Sponsor



Enduring competitive advantage

“Twenty years down the track, I still derive value from the MBA degree virtually every day of my working life. The University of Auckland MBA delivers a practically focused and comprehensive business curriculum. It provides an environment where the real issues confronting businesses and business leaders can be debated and discussed and it provides a toolkit of globally recognised concepts and frameworks across the spectrum of disciplines inherent in management and best practice leadership.”

JOAN WITHERS (MBA)

Chair, The Warehouse Group – MBA Sponsor



Contact us

For more information about MBA study and to discuss how to invest in your top talent, call the GSM team. Detailed programme information and course content is available on the website.

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