

Accredited by  
Association  
of MBAs

EFMD  
**EQUIS**  
ACCREDITED

AACSB  
ACCREDITED

Executive MBA Council



**GRADUATE  
SCHOOL OF  
MANAGEMENT**

**MBA**

**2014**

MBA Programmes  
PGDipBus Programme

# Our MBA graduates are confident decision makers in a complex and changing world

When you choose to study for your MBA at the University of Auckland Business School, you are committing to making a leadership contribution in your business and beyond; you are becoming part of a large globally networked community of people who believe in a thriving New Zealand economy; and you are making an investment to open new doors in your mind and in your career. I invite you to take this challenge and to reap the rewards.

**PROFESSOR GREG WHITTRED,**  
Dean, the University of Auckland Business School



## Shooting for new goals

*"It's given me a whole new energy and made me challenge myself about continuing to grow. I want to do something that's interesting and I want it to have some meaning beyond just the bottom line."*

Dianne McAteer, Netball Northern Zone



## Achieving great heights

*"My cohort was a fantastic group of people who all wanted to grow and learn. They had a broad mix of qualifications, experience and nationalities, and that was the challenge I needed. It provided the depth of conversation I was looking for – different experiences, views and opinions."*

Roger Duncan, Air Nelson



## Enduring competitive advantage

*"Twenty years down the track, I still derive value from the MBA degree virtually every day of my working life. The 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, Chairwoman, Mighty River Power



## A winning partnership

*"I hope that I retain this whole way of thinking – being open and thinking more broad scope. I'm sure it will look really good on the CV and if it gives me really good career options later, that's a bonus."*

Kristal Pihama, Inland Revenue

*"I looked at the chief executives of some of the large ministries in government. All of them had an MBA on their CV. It's like a stamp of your ability to manage time, your work, and the stresses of life."*

Manu Pihama, Ministry of Social Development



## Building for the future

*"Academic qualification is a big deal in Asia, and international business is something that I'm really focused on. What I've learned can be applied to real-life business situations. It's a good mix and you learn how your everyday work influences people."*

Sean Park, KNC Construction

# Calendar 2014

## Important dates

MBA: Executive Pathway Cohort 44	Lectures start	Lectures end	Exam dates
<b>Quarter 1</b>	Fri 17/01/2014	Sat 15/03/2014	Sat 22/03/2014
<b>Quarter 2</b>	Fri 11/04/2014	Sat 14/06/2014	Sat 21/06/2014
<b>Quarter 3</b>	Fri 11/07/2014	Sat 06/09/2014	Sat 13/09/2014
<b>Quarter 4</b>	Fri 03/10/2014	Sat 29/11/2014	Sat 06/12/2014

*Class times: Alternative Fridays 1-7pm and Saturdays 9am-3pm.*

MBA: Auckland Pathway Cohort A004	Lectures start	Lectures end	Exam dates
<b>Quarter 1</b>	Mon 06/01/2014	Fri 14/03/2014	Sat 22/03/2014
<b>Quarter 2</b>	Mon 07/04/2014	Fri 13/06/2014	Sat 21/06/2014
<b>Quarter 3</b>	Mon 30/06/2014	Fri 05/09/2014	Sat 13/09/2014
<b>Quarter 4</b>	Mon 22/09/2014	Fri 28/11/2014	Sat 06/12/2014

*Class times: Two weeknights 5.30-8.30pm.*

PGDipBus Cohort P011 (Quarter 1 - Start January)	Lectures start	Lectures end	Exam dates
<b>Quarter 1</b>	Mon 06/01/2014	Fri 14/03/2014	Sat 22/03/2014
<b>Quarter 2</b>	Mon 07/04/2014	Fri 13/06/2014	Sat 21/06/2014
<b>Quarter 3</b>	Mon 30/06/2014	Fri 05/09/2014	Sat 13/09/2014
<b>Quarter 4</b>	Mon 22/09/2014	Fri 28/11/2014	Sat 06/12/2014

*Class times: One weeknight 5.30-8.30pm.*

PGDipBus Cohort P012 (Quarter 3 - Start June)	Lectures start	Lectures end	Exam dates
<b>Quarter 3</b>	Mon 30/06/2014	Fri 05/09/2014	Sat 13/09/2014
<b>Quarter 4</b>	Mon 22/09/2014	Fri 28/11/2014	Sat 06/12/2014

*Class times: One weeknight 5.30-8.30pm.*



## Am I ready?

If you have ten years' work experience, strong leadership ambitions and want an intellectual challenge, you are ready to commit to one of our programmes.

There are two study pathways available at the University of Auckland Business School. They are designed to develop you into a confident leader in complex times, contributing high-value decision making to your business and beyond. Both offer after-hours programmes to fit around your current work responsibilities. The relevant pathway will depend on your existing commitments, experience and academic history.

### MBA: Executive Pathway (two years)

This "direct entry" pathway is an intensive two-year journey to complete your MBA degree. You will complete two papers in each 10-week quarter. Classes are delivered in block format on alternate weeks: 1-7pm Fridays and 9-3pm Saturdays.

Currently, our Executive MBA cohort has an average age of 41, with 18 years' work experience.

### MBA: Auckland Pathway (three years)

This pathway allows you two years to complete a Postgraduate Diploma in Business (PGDipBus), with the top students then applying to spend a further year completing their MBA. You will complete one paper in each ten-week quarter for the first two years and two papers each quarter for the third year. Classes are delivered on one or two weeknights: 5.30-8.30pm.

Currently, our PGDipBus and Auckland MBA cohorts have an average age of 34, with 11 years' work experience.

### What is the real time commitment?

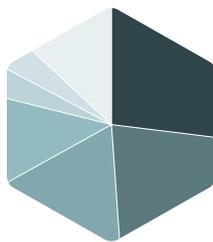
Successful study depends on planning your time. Every graduate will tell you that you will need support from your family and work colleagues to meet the commitment. You will be actively involved in studying for 44 weeks of the year. Every year has four quarters. Each quarter cycle is 10 weeks' study, one week of exams and one week break.

For each hour of lectures you will need to plan for three hours outside the classroom. This may include individual assignments, class preparation as well as study groups and group assignments.

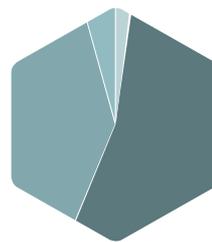
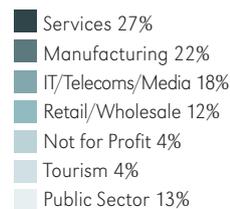
## Who are my fellow students?



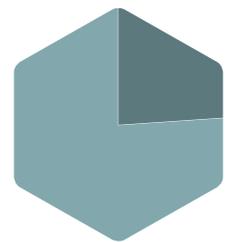
MBA students by job title



MBA students by industry



MBA students by age



MBA students by gender



## What motivates my fellow students?

### Our students:

- Are at a transitional point in their professional career development.
- Are poised for the greatest return on investment from exposure to new perspectives, skills and networks.
- Recognise that the value of the cohort experience rests on an individual commitment to learning and a willingness to contribute to the pool of knowledge in the classroom.
- Clearly link the quality of their learning experience to their own responsibility in meeting the expectations of the faculty, classmates and study groups.
- Have set up structural and emotional support in their homes and workplaces for their time commitment, fitness and wellbeing.

### Our students are motivated to:

- Challenge their thinking
- Enhance their decision-making skills
- Accelerate their professional and personal development
- Gain new business tools and management techniques
- Develop and strengthen their personal networks

## When do I study?

There are two entry points every year:

### Quarter One (January)

MBA: Executive cohort  
MBA: Auckland cohort  
Postgraduate Diploma in Business cohort

### Quarter Three (June)

Postgraduate Diploma in Business cohort

**MBA: Executive Pathway** cohort takes two courses (30 points) in each 10-week period, attending classes on alternate weeks. Classes are normally scheduled from 1-7pm on Friday and continue from 9am-3pm on Saturday.

**MBA: Auckland Pathway** (the Postgraduate Diploma in Business is a prerequisite of the MBA: Auckland Pathway) cohort takes two courses (30 points) in each 10-week period, attending two three-hour classes each week. Classes are normally scheduled from 5.30-8.30pm from Monday through Thursday.

**Postgraduate Diploma in Business (PGDipBus)** cohorts take one course (15 points) in each 10-week period, attending a three-hour class one night each week. Classes are normally scheduled from 5.30-8.30pm from Monday through Thursday.

## What are the entry criteria?

To be considered for admission in any Graduate School of Management programme, you must perform acceptably in any test of academic aptitude and/or an interview prescribed by Senate or its representative.

### Mathematics Refresher Course

All students are required to complete an online, self-paced Mathematics Refresher Course to demonstrate competence in basic maths concepts.

You must also meet the following minimum criteria:

### Postgraduate Diploma in Business

Completed a bachelors degree and at least two years of relevant employment experience or an approved professional qualification and at least two years relevant employment experience or completed at least five years of relevant employment experience.

### MBA: Executive Pathway

Completed a bachelors degree from the University of Auckland or an approved professional or equivalent qualification and completed at least three years relevant management experience.

### MBA: Auckland Pathway

Completed a Postgraduate Diploma in Business from the University of Auckland with an average grade of B+ or higher (some students may be required to complete additional transitional courses) and completed at least three years relevant management experience

### The University of Auckland Calendar

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.

## How is my study structured?

The programme is designed to encourage cumulative and increasingly integrative learning, with each course building on the courses that precede it. Courses are awarded "points" towards a total of 120 for a Postgraduate Diploma in Business (PGDipBus) and a total of 240 for a Masters of Business Administration degree (MBA).

In the two MBA pathways, the programme structure and course sequence are identical. The first 120 points are regarded as the "core". This is followed by 120 points of "applied" or "experiential" learning, in which students are expected to apply their core knowledge, often in group-based projects and assignments.

The Graduate School of Management programmes require students to assume responsibility for their own learning by contributing to group learning and dialogue in the classroom. The academic focus in these programmes is to facilitate learning among a group of committed adult students.

## What does it cost?

### 2014 domestic tuition fees

Postgraduate Diploma in Business (PGDipBus)

(2 years - 120 points) \$16,056.00

MBA: Executive Pathway

(2 years - 240 points) \$42,260.40

MBA: Auckland Pathway (prerequisite PGDipBus)

(1 year - 120 points) \$26,204.40

Students should budget up to \$2,500 annually for additional costs including admission fee, student services fee (of \$714.00 for a 120-point enrolment), textbooks and printing, meals and parking.

MBA students should allow for up to \$5,000 in overseas travel and accommodation (over and above the tuition fees) for the International Business programme. For further fee information see [www.mba.auckland.ac.nz](http://www.mba.auckland.ac.nz)



# Introducing some of our teachers

The University of Auckland Business School is among one percent of Business schools worldwide (and one of only three Schools in Australasia) that have been awarded the coveted "triple crown" by the foremost global accrediting agencies. This means that our MBA degree has international recognition.

One of the key factors in our continued triple accreditation is the quality of our teaching faculty as judged by their peers and our Alumni. Many of our teachers have international experience and bring insights from working in or with businesses in New Zealand and abroad.

You will work in groups on applied consulting projects for selected New Zealand companies, both domestically and internationally. To complement our teaching faculty and broaden perspectives, you will gain valuable insights from visiting speakers who include prominent business figures, government leaders and global commentators.



**AACSB International** is the largest global community of business schools and corporations dedicated to enhancing management education. It represents the highest standard of achievement for business schools worldwide.



**EQUIS** is the leading international system of quality assessment, improvement and accreditation of higher education institutions in management and business administration.



**AMBA** is an international brand recognised as the quality mark for the MBA and its awarding institution.



**EMBA** The Executive MBA Council advances executive education worldwide in a number of ways - through its partnerships, conference, and research and outreach activities.

**Mid-career study is a life-changing experience. It is not about simply acquiring a set of professional skills. It is an important transitional stage in both personal and professional development as a leader and decision maker.**

*Making the investment in MBA study requires due diligence. Is it the right time, the right programme and the right school for you at this stage of your career path? Can you make the necessary commitment?*

*Do you have the support of your partner, your family and your employer? Your return on investment depends on these elements.*



Join us at an Information Evening on the first Wednesday of the month. Here you can meet our staff and fellow candidates. You are welcome to bring your partner, friends, manager or colleagues too.

*I look forward to meeting you soon.*

**PETER WITHERS,**  
**Director, Academic Programmes,**  
**Graduate School of Management**

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



**Professor Jilnaught Wong**

Deputy Dean of the Business School, Director of the Graduate School of Management and Professor of Financial Accounting, with a background in chartered accounting and investment banking.

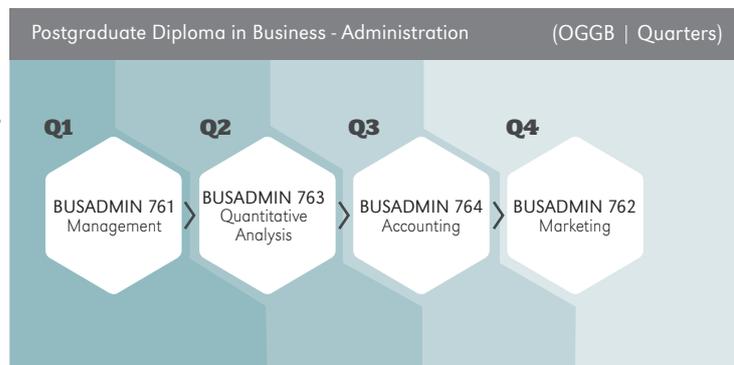
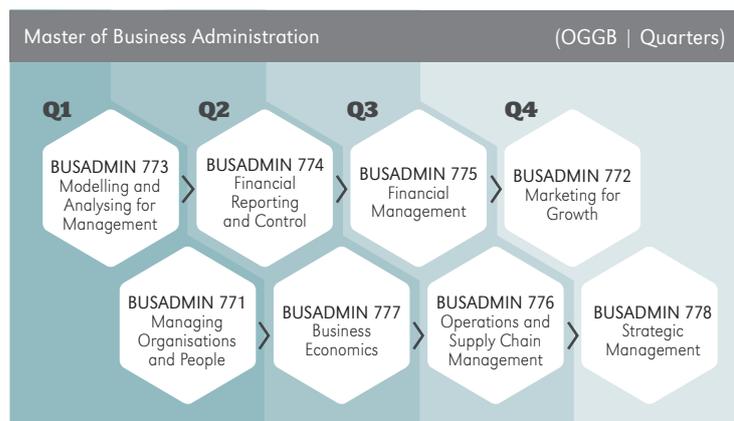


**Professor Kaj Storbacka**

Professor of Marketing at the Business School and a board member of the Centre for Relationship Marketing and Service Management (CERS) at Hanken School of Economics in Finland.

## The Graduate School of Management

Year 1





**Professor Tava Olsen**

Ports of Auckland Chair in Logistics and Supply Chain Management at the Business School and Academic Director of the New Zealand Centre for Supply Chain Management, with a previous supply chain management career in the United States.

**Professor Robert MacCulloch**

Matthew S Abel Chair in Macroeconomics at the Business School who started his career at the Reserve Bank of New Zealand and has taught MBA classes at University of Bonn, London School of Economics and Imperial College's Business School.

**Dr Lester Levy, Adjunct Professor**

Foundation Chief Executive of The New Zealand Leadership Institute at the University of Auckland and is an Adjunct Professor of Leadership at the Business School. Chairman of Auckland Transport, the Auckland and Waitemata District Health Boards and Tonkin & Taylor.

**Professor Brad Jackson**

Fletcher Building Education Trust Chair in Leadership at the Business School and Co-Director of the New Zealand Leadership Institute. Author of five leadership books including *Demystifying Business Celebrity*.

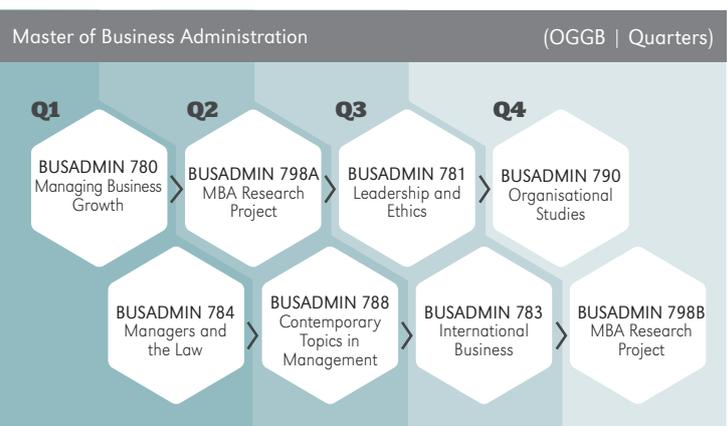
**Professor Darl Kolb**

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.

# Management — MBA study pathways

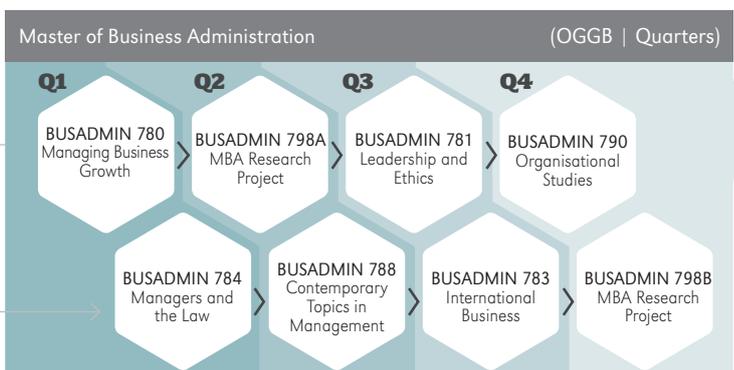
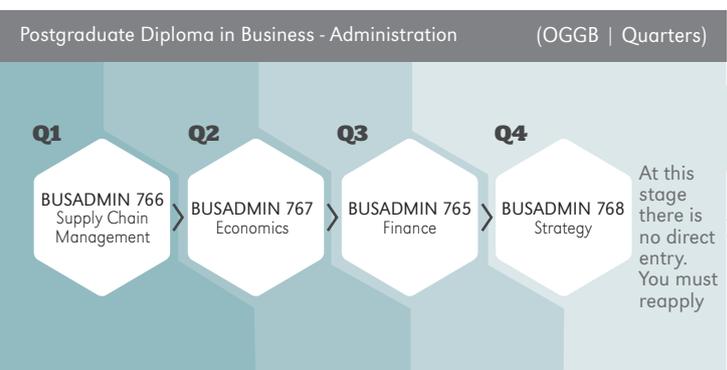
Year 2

Year 3



All papers are (15pts) unless otherwise specified

For course outlines visit:  
[www.mba.auckland.ac.nz](http://www.mba.auckland.ac.nz)



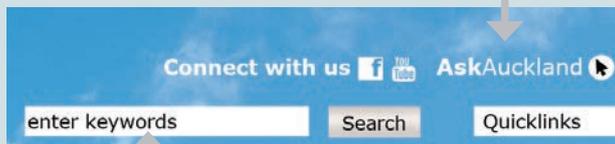
# Admission and enrolment guide

## Need help?

**AskAuckland** has answers to questions about the University – 24 hours a day, seven days a week.

Visit [www.askauckland.ac.nz](http://www.askauckland.ac.nz)

or click from [www.business.auckland.ac.nz](http://www.business.auckland.ac.nz)



Or try keywords here

If you need more specific help, please contact us.

Phone: 0800 227 337 (within New Zealand only)

Email: [mba@auckland.ac.nz](mailto:mba@auckland.ac.nz)  
(please type your name in the subject line)

### 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.*



## Contact the University of Auckland Business School

### Address:

The University of Auckland  
Business School  
Level 3, Owen G Glenn Building  
12 Grafton Road, Auckland  
Private Bag 92019, Auckland, 1142,  
New Zealand

Telephone: 0800 227 337

Email: [mba@auckland.ac.nz](mailto:mba@auckland.ac.nz) (please type your name in the subject line)

Web: [www.mba.auckland.ac.nz](http://www.mba.auckland.ac.nz)  
[www.business.auckland.ac.nz](http://www.business.auckland.ac.nz)

### Choose your programme

- Postgraduate Diploma in Business (PGDipBus)
- Master of Business Administration (MBA: Executive Pathway and Auckland Pathway)

### Check the application closing dates and entry requirements

Quarter 1, 2014 - 1 November, 2013    Quarter 1, 2015 - 1 November 2014  
Quarter 3, 2014 - 1 May, 2014

### Apply for admission

Go to [www.apply.auckland.ac.nz](http://www.apply.auckland.ac.nz).

Sign up for a new account (unless you are a returning student or already have an account).

Complete the Application for Admission.

We'll send you an acknowledgement email within two working days. This will include a checklist of documents you need to submit. We'll also send you your student ID number.

### Submit your supporting documents

Sign into your Application for Admission ([www.apply.auckland.ac.nz](http://www.apply.auckland.ac.nz)) and upload the requested documents:

- Curriculum vitae
- Personal statement
- Two references – A template for these can be downloaded from [www.mba.auckland.ac.nz](http://www.mba.auckland.ac.nz) and emailed (with your name in the subject line) to [mba@auckland.ac.nz](mailto:mba@auckland.ac.nz)

**We'll assess your application.** This may take a week or more and you may be called for an interview at the Business School.

If your application is successful, we'll email you an offer of a place.

### Accept your offer of a place online

Sign into your Application for Admission ([www.apply.auckland.ac.nz](http://www.apply.auckland.ac.nz)) and accept your offer of a place. You have now been admitted to the University and are a student.

### Enrol in your courses

You can enrol in courses on Student Services Online ([www.auckland.ac.nz/enrolment](http://www.auckland.ac.nz/enrolment)).

Pay your fees on Student Services Online – Visit [www.studentservices.auckland.ac.nz](http://www.studentservices.auckland.ac.nz) and click on "My enrolment finances".

