



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

**BUSINESS  
SCHOOL**

POSTGRADUATE PROSPECTUS

**2017**



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# Welcome to the Business School



To help you decide whether our vision for educational excellence matches your study aspirations, I warmly invite you to examine this postgraduate prospectus for an in-depth look at our programmes and our people.

Postgraduate study is a powerful agent for change and our curriculum and research programmes are designed to meet the needs of our students and to develop individual and organisational capabilities to compete on a global stage. Our research programmes are noted for their relevance and real-world impact and are aligned broadly with four key strategic research themes: innovation and value creation; productivity and sustainability; leadership and governance; and internationalisation.

Postgraduate study at the University of Auckland Business School gives students the opportunity to undertake advanced disciplinary study and research alongside academics who are internationally renowned. Our research students have access to our purpose-built environment and leading researchers and the opportunity to pursue projects with the genuine potential to materially impact industry sectors.

Take this opportunity to challenge yourself intellectually and to arm yourself with the disciplinary frameworks and research capabilities needed to lay the foundations for a career in research, academia or industry.

I look forward to welcoming you as a member of the Business School's international network of students, academics, alumni and business executives.

A handwritten signature in blue ink, reading "Greg Whittred". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

PROFESSOR GREG WHITTRED

Dean, Business School  
The University of Auckland



# Why study with us?

The University of Auckland Business School is one of Asia-Pacific's leading research-led business schools, known for the relevance and impact of its research and scholarship and recognised for the quality of its people, programmes and partnerships.

Postgraduate study offers you the opportunity to study and work closely with our outstanding faculty and to benefit from our international academic networks, our extensive business connections and our unconditional commitment to high-quality teaching and research. We have a comprehensive range of research programmes at the honours, masters and doctoral levels.

Our Graduate School of Management offers taught masters degrees and business qualifications for executives.

We have more researchers in business and economics than any other university in New Zealand; our seven departments are consistently ranked among the top of their fields in the Asia-Pacific region.

We are one of the few business schools to also have attained international accreditation from the world's foremost accrediting bodies (AACSB International, EFMD-EQUIS and AMBA); a feat achieved by less than 1% of the world's business schools.



## AACSB International

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.



## EFMD-EQUIS

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



## AMBA

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

## Subjects offered at postgraduate level

Subjects	Honours	Masters	PhD	Web address
Accounting	✓	✓	✓	<a href="http://www.af.auckland.ac.nz">www.af.auckland.ac.nz</a> <a href="http://www.businessmasters.auckland.ac.nz">www.businessmasters.auckland.ac.nz</a>
Business Administration		✓		<a href="http://www.mba.auckland.ac.nz">www.mba.auckland.ac.nz</a>
Commercial Law	✓	✓	✓	<a href="http://www.commerciallaw.auckland.ac.nz">www.commerciallaw.auckland.ac.nz</a>
Commercialisation and Entrepreneurship		✓	✓	<a href="http://www.cie.auckland.ac.nz">www.cie.auckland.ac.nz</a>
Economics	✓	✓	✓	<a href="http://www.econ.auckland.ac.nz">www.econ.auckland.ac.nz</a>
Finance	✓	✓	✓	<a href="http://www.af.auckland.ac.nz">www.af.auckland.ac.nz</a>
Information Systems	✓	✓	✓	<a href="http://www.isom.auckland.ac.nz">www.isom.auckland.ac.nz</a>
International Business	✓	✓	✓	<a href="http://www.mib.auckland.ac.nz">www.mib.auckland.ac.nz</a> <a href="http://www.businessmasters.auckland.ac.nz">www.businessmasters.auckland.ac.nz</a>
Management	✓	✓	✓	<a href="http://www.mib.auckland.ac.nz">www.mib.auckland.ac.nz</a> <a href="http://www.businessmasters.auckland.ac.nz">www.businessmasters.auckland.ac.nz</a>
Marketing	✓	✓	✓	<a href="http://www.marketing.auckland.ac.nz">www.marketing.auckland.ac.nz</a> <a href="http://www.businessmasters.auckland.ac.nz">www.businessmasters.auckland.ac.nz</a>
Operations and Supply Chain Management	✓	✓	✓	<a href="http://www.isom.auckland.ac.nz">www.isom.auckland.ac.nz</a>
Property	✓	✓	✓	<a href="http://www.property.auckland.ac.nz">www.property.auckland.ac.nz</a>

# What will I gain from postgraduate study?

Whether you are a recent graduate looking to continue investing in your education or feel it is time to get back to university for the latest knowledge and skills, the University of Auckland Business School has a wide range of postgraduate opportunities that will suit your needs.

We are committed to providing opportunities for your development, in terms of both knowledge acquisition and career advancement. To achieve these, we seek to create the best environment for your education, allowing you and your classmates to benefit from some of the best academics in the country. As a postgraduate research student you will have an opportunity to undertake research under the guidance of research-active staff. Postgraduates at the Business School are culturally diverse and extra-curricular activities provide an opportunity to share experiences with students from around the globe.

Beyond the individual subject content, we expect our postgraduates to have the following attributes:

- Mastery of a body of knowledge in a chosen field of study in business and economics
- Capacity for independent critical, conceptual and reflective thinking and enquiry
- Capacity to locate, evaluate and use information effectively
- Ability to communicate knowledge and ideas effectively
- Ability to contribute to contemporary challenges as they arise
- Ability to work independently and in collaboration with others

We also equip you with the highest level of research and analytical skills and the ability to engage in critical thinking and problem solving. You will extend your creative thinking capabilities and develop effective communication and presentation skills.

The relevance of our curriculum means our postgraduate qualifications are highly valued and recognised by employers, in both New Zealand and international markets, and leading universities for those planning to pursue further qualifications.



***“During my early career as an advisor to agri-businesses I recognised a gap in my education and returned to university to complete a commerce degree. I was completely hooked on the application of economics and quantitative methods to real-world problems.”***

*“This passion led to a Fulbright Award to study at the University of Wisconsin-Madison in the United States and completion of a PhD that received a national award for excellence. I am forever grateful to the academics who inspired and helped me along the way.*

*“Over the years I have had the good fortune to supervise numerous talented postgraduate students and work with exceptional academic colleagues at the Business School. I hope your journey will be as rewarding as mine.”*

**Professor Basil Sharp** Associate Dean (Postgraduate)

# A world leader in education and research

The Business School is in the top one percent of business schools globally and the latest Government report shows the University is New Zealand's research powerhouse.

## Faculty among world's best

The Business School has achieved Triple Crown accreditation, proving our programmes are of the highest quality and meet the highest international standards.

The accolade means we have international accreditation from the world's foremost accrediting bodies – AACSB International, EFMD-EQUIS and AMBA.

Only one percent of the world's business schools have this endorsement, which is awarded as a result of rigorous quality assessment processes.

It puts us among a select group of institutions globally, and means the Business School is benchmarked against the best in the world.

## New Zealand's world-ranked university

The University of Auckland is ranked 82nd equal in the world in the QS World University Rankings 2015 and is the highest ranked university in New Zealand.

Our Department of Accounting and Finance is ranked 34th in its subject and the Department of Economics is ranked in the top 100 (QS World University Rankings by Subject 2016).

The University of Auckland is the only New Zealand university listed among the world's top 200 universities by the Times Higher Education World Rankings of Universities.

We have a strong international focus and are the only New Zealand member of Universitas 21 and the Association of Pacific Rim Universities, an international consortia of research-led universities.

More than 6,000 international students from 110 countries choose to study here.

The University of Auckland is also the country's largest – we have the most comprehensive range of courses in the country with teaching and research conducted over eight faculties and two large-scale research institutes. There are unique opportunities for interdisciplinary study.

## The country's research powerhouse

The latest Government assessment confirmed the University of Auckland is New Zealand's leading research institution and employs 35% of the top-ranked academic researchers in the country.

The Performance-Based Research Fund (PBRF) quality evaluation showed the University demonstrates the greatest depth and breadth

of research activity in the country with an impressive 288 international quality (A-rated) researchers.

The Business School has renowned researchers across its eight departments: Accounting and Finance, Commercial Law, Economics, Graduate School of Management, Information Systems and Operations Management, Management and International Business, Marketing and Property.

Faculty staff in these departments are engaged in a range of research programmes that contribute to the body of advanced knowledge and to New Zealand's economic and social well-being. Their publications are extensive, in both local and international journals and in books and research reports. Their research projects frequently involve our postgraduate students, enhancing the quality of their higher degrees, and often entail collaborations with international colleagues.

The majority of our research takes place in these academic departments but we also have a variety of research centres that focus on long-term programmes of high relevance, such as those that apply to building New Zealand's business connections with Asia, enhancing business leadership in New Zealand, Māori business development, and energy and resource use in our society.

## **Finn Templeton completed a Bachelor of Commerce (Honours) (First Class) and Master of Commerce (First Class) in Finance and now works as an Investment Banking Analyst at First NZ Capital.**

*"Auckland is a great business hub, this is where all the investment banks are located. They recruit students from the University of Auckland because of its high ranking, so I knew I needed a well-recognised qualification to get my foot in the door."*

*"The honours and masters years were both really challenging and instilled a good work ethic. I gained experience presenting academic papers to my fellow students and my professors. Not only do you get used to openly discussing ideas, but your presentation skills really improve and you gain a different perspective from undergraduate level."*

*"At First NZ Capital I work as an analyst in the investment banking team, working on mergers and acquisitions, equity capital market transactions, as well as advising some of New Zealand's largest listed companies."*

*"In the next few years I want to gain experience and move to an associate position, and in the long term I'd like to work in one of the financial hubs overseas, such as New York, London or Hong Kong."*





# Which postgraduate programme is right for me?

Postgraduate study offers you the opportunity to pursue a higher qualification that builds on your previous studies and develop specialist knowledge.

## Programme types

### Bachelors (Honours):

- Degrees that attract the highest level of students wishing to pursue their learning and research at postgraduate level. The additional year of research-based study provides students with deeper understanding of the subject and a range of sophisticated analytical skills, so you are better equipped to commence your professional career.

### Masters:

- Degrees that offer you advanced specialist study and/or research in a particular field.

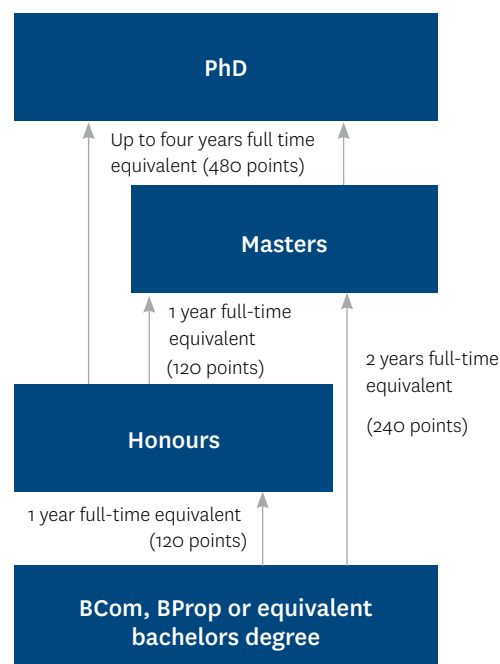
### Doctorate:

- Internationally recognised degree of particular relevance if you intend to pursue an academic or research career.

## Research or taught study?

- Our postgraduate programmes fall into two main categories – research programmes and taught programmes. Part-time study options are available for most programmes.
- Research programmes involve research that generally leads to the writing of a thesis or dissertation. These programmes are ideal if you want to explore an area of interest, test the status quo and/or develop a new body of creative work or understanding.
- Taught programmes generally incorporate both lecture and project/research components. They are designed for people who want to gain higher qualifications to achieve a career aspiration or for personal development.
- Our Graduate School of Management also offers a number of taught postgraduate options including conversion masters for those with non-business undergraduate degrees and executive programmes such as the MBA.

## Postgraduate research pathways



# Postgraduate research programmes

Choose from our range of honours and masters degree programmes, which are a combination of coursework and dissertation or thesis. Check your eligibility and take note of the application closing dates.

## Bachelor of Commerce (Honours) BCom(Hons)

### Quick facts

120 points (Taught plus dissertation)

**Full-time:** 1 year

**Part-time:** 2 years

**Application closing date:** 8 December 2016 (S1), 4 July 2017 (S2)

**Start date:** 6 March 2017(S1), 24 July 2017 (S2)

This degree is for students who wish to pursue their undergraduate study at postgraduate level. It generally involves the completion of an honours dissertation. The honours degree can lead into masters or a PhD.

### Eligibility

A BCom with at least a B grade average in the Stage III courses required for the major.

## Master of Commerce (MCom)

### Quick facts

120, 180\* or 240 points

**Full-time:** 1\* or 2 years

**Part-time:** 2\* or 4 years

**Application closing date:** 8 December 2016 (S1), 4 July 2017 (S2)

**Start date:** 6 March 2017(S1), 24 July 2017 (S2)

- May be taken as a 12-month programme (180 points)\* or as a two-year programme (240 points) or as the second year following BCom(Hons) or Postgraduate Diploma in Commerce (PGDipCom) (120 points)
- Students who have completed the first 120 points of MCom may exit with a PGDipCom.

### Eligibility

A student who has achieved an average of a B grade or higher in a BCom, BCom(Hons) or a PGDip from a recognised institution in a relevant major.

*\*Available from 2017, subject to CUAP approval.*

## Bachelor of Property (Honours) BProp(Hons)

### Quick facts

120 points (Taught plus dissertation)

**Full-time:** 1 year

**Part-time:** 2 years

**Application closing date:** 8 December 2016 (S1), 4 July 2017 (S2)

**Start date:** 6 March 2017(S1), 24 July 2017 (S2)

This degree is for students who wish to pursue their undergraduate study at postgraduate level. It generally involves the completion of an honours dissertation. The honours degree can lead into masters or a PhD.

### Eligibility

A BProp or equivalent with at least a B grade average in the Stage III courses required for the major.

## Master of Property (MProp)

### Quick facts

120, 180\* or 240 points (Taught plus research thesis)

**Full-time:** 1\* or 2 years

**Part-time:** 2\* or 4 years

**Application closing date:** 8 December 2016 (S1), 4 July 2017 (S2)

**Start date:** 6 March 2017(S1), 24 July 2017 (S2)

- May be taken as a 12-month programme (180 points)\* or as a two-year programme (240 points) or as the second year following BProp(Hons) or PGDipProp (120 points)
- Students who have completed the first 120 points of MProp may exit with Postgraduate Diploma in Property (PGDipProp).

### Eligibility

BProp, BProp(Hons) or a PGDipProp or equivalent as approved by the head of department with an average grade of B or higher in Part III.

*\*Available from 2017, subject to CUAP approval*



## Doctor of Philosophy (PhD)

### Quick facts

480 points (Research and thesis only)

**Full-time:** 3 to 4 years

**Part-time:** 6 to 8 years

**Application closing date:** Apply any time

**Start date:** 1st of any month

The Doctor of Philosophy (PhD) is an advanced degree awarded for original contribution to research in a chosen discipline.

### Eligibility

BCom(Hons), BProp(Hons), MCom or MProp with Second Class First Division.

All postgraduate programmes have a fixed timeframe for completion, details of which are in the General Regulations for masters, honours and postgraduate diplomas in the University of Auckland Calendar at [www.calendar.auckland.ac.nz](http://www.calendar.auckland.ac.nz)

# Doctor of Philosophy (PhD)

The Doctor of Philosophy (PhD) is an advanced degree awarded for original contribution to research in a student's chosen discipline, with the findings published in a thesis.

The decision to commit to doctoral studies is a significant life and career decision. At the University of Auckland Business School, the minimum length of a PhD is three years. If you are considering embarking on this journey, you need to be interested in a specific topic or area, know that you enjoy working independently and as part of a bigger intellectual community, be self-motivated and disciplined. The rewards, however, are many.

You will have the opportunity to challenge yourself like never before; be encouraged to indulge your curiosity; improve your critical understanding; increase your confidence; become an excellent communicator; and ultimately achieve a difficult goal.

Here at the Business School you will become a member of an elite cohort of academics and senior students, committed to the pursuit of excellence and dedicated to helping you develop as a researcher, professional and individual. The quality of the PhD programme is dictated not just by its outstanding scholarship, but also by its pastoral care of students who as a cohort, also enjoy social events, access to workshops and retreats, attendance at conferences and purpose-built work-spaces.

The PhD is directed by an appointed supervisor, co-supervisor and possibly an advisory committee.

It can be completed within three to four years of full-time study or on a part-time basis.

The degree provides a qualification for students wishing to pursue an academic or research career and is offered in all departments of the University of Auckland Business School.

## Eligibility

An MCom with Honours (First Class or Second Class, First Division), or an approved equivalent from a recognised university. A BCom(Hons) (First Class) from a recognised university may also qualify.

The MBA is generally not sufficient unless substantial research has been undertaken.

## Fees

International and domestic PhD students pay the same fee, subject to supervisory and residency requirements. In 2016, PhD student fees were NZ\$6,698.40 per annum. Fees for 2017 will be set towards the end of 2016 - see page 14 for more information.

## Applying and enrolling

Applications can be made at any time using our online application form. You do not need to find a

supervisor at this stage of the process. The form available at [www.auckland.ac.nz/applynow](http://www.auckland.ac.nz/applynow) is designed to enable us to assist with finding a supervisor if you are eligible.

## Doctoral Skills Programme

The Doctoral Skills Programme offers you the opportunity to improve your skills in study, organisation and self-management. You need these skills to complete a major research project.

All new PhD students will attend an induction day, which will introduce you to the resources relating to doctoral skills. This is an excellent opportunity to compare research, writing and study experiences with other doctoral students.

Core courses cover key aspects of doctoral study, professional development and employability, while additional courses provide further opportunities to explore issues related to specific interests or needs.

## Publication awards and conference funding

Research publication awards are available to encourage doctoral students to submit and publish a paper in a refereed journal. PhD conference funding is also available to assist students to present at reputable conferences.



**Vanisha Narsey completed her PhD in Marketing titled “Peeling back the curtain: Exploring the brand backstory”. She now works as a Consultant at TRA.**

*“I completed my undergraduate and postgraduate study back-to-back at the University of Auckland, and it was because of the great support I received that I carried on to do my PhD.*

*“My experience was unique – I had a supervisor in the US and one in Auckland, so I split my time between the two locations. I was able to complete field work here in Auckland, Pennsylvania, and New York.*

*“The department encouraged and were really supportive of me attending international conferences each year, where I could network, put my research out there and find opportunities to strengthen it.*

*“There was funding available, I was given space to work in the Business School, and I worked as a teaching assistant. I was part of a great cohort of PhD students and I really made the most of PhD life.*

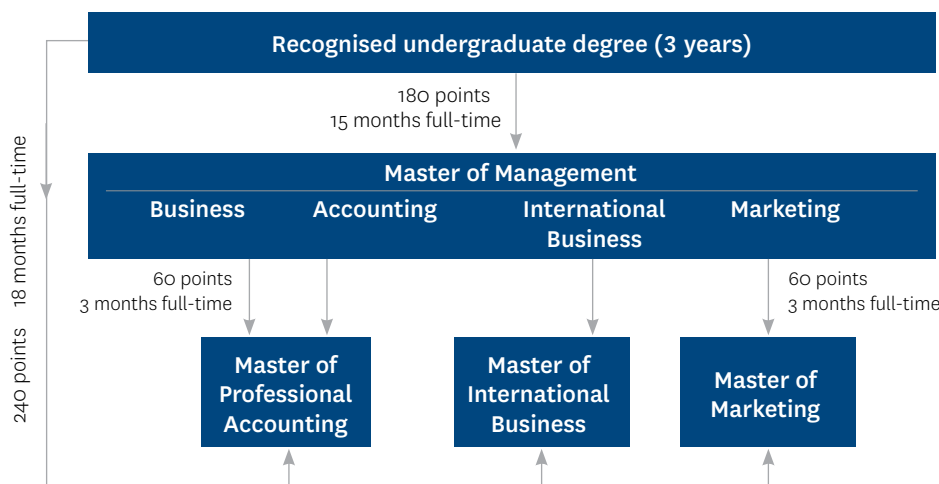
*“Now at TRA I’m a qualitative consultant where I work with a range of clients that are quite well known within New Zealand. It’s great to see these well known brands putting my strategies into action.”*



# Graduate School of Management

The Graduate School of Management within the University of Auckland Business School is the place for aspiring and ambitious executives to get business ready, performance ready and leadership ready. At every stage of your career, the Graduate School of Management is there to support your learning journey.

## Programmes for recent graduates



### Business Masters

These 15 and 18-month full-time coursework masters programmes each ensure you add value to your existing qualification and gain the skills, abilities and attitudes that are essential for advancing your career in business.

Learning in small groups that simulate the dynamics of a workplace environment, you will engage in case-based workshops and experiential learning to help prepare you for a career in the global business market.



## Master of Management (MMgt)

### Quick facts

180 points (Taught)

**Full-time:** 15 months (5 quarters)

#### Application closing and start dates:

April intake: 1 February (international applicants), 1 March (domestic applicants)  
September intake: 1 July (international applicants), 1 August (domestic applicants)

The Master of Management starts with essential business foundations before selecting a specialisation in Business, Accounting, International Business or Marketing.

## Master of Professional Accounting (MProfAcctg)

### Quick facts

240 points (Taught)

**Full-time:** 18 months (6 quarters)

#### Application closing and start dates:

April intake: 1 February (international applicants), 1 March (domestic applicants)  
September intake: 1 July (international applicants), 1 August (domestic applicants)

The Master of Professional Accounting provides students with the knowledge and skills required for a career as an accountant, in a chartered accountancy practice, industry or the public sector.

## Master of International Business (MIntBus)

### Quick facts

240 points (Taught)

**Full-time:** 18 months (6 quarters)

#### Application closing and start dates:

April intake: 1 February (international applicants), 1 March (domestic applicants)  
September intake: 1 July (international applicants), 1 August (domestic applicants)

The Master of International Business is designed for graduates who are looking for international career opportunities.

## Master of Marketing (MMktg)

### Quick facts

240 points (Taught)

**Full-time:** 18 months (6 quarters)

#### Application closing and start dates:

April intake: 1 February (international applicants), 1 March (domestic applicants)  
September intake: 1 July (international applicants), 1 August (domestic applicants)

The Master of Marketing provides its graduates with the specialised skills and knowledge for a career in marketing.

## Eligibility

A bachelors degree from a recognised university in either business or a relevant non-business discipline, with a B grade average or higher in the most advanced courses.

International students must have achieved an academic IELTS score of 6.5, with no band less than 6.0, or TOEFL (paper-based) 575 (TWE 4.5), or TOEFL (internet-based) 90 (written 21), or Foundation Certificate in English for Academic Purposes (FCertEAP) with a grade B- or better.

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



Graduate  
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Management

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SCHOOL**

# Programmes for practising executives



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## Master of Business Administration (MBA)

Our MBA is a life-changing experience, a programme of professional and personal development that has helped shape the lives and careers of many of New Zealand's leading business executives.

There are two pathways to completing the University of Auckland MBA. Both are after-hours programmes to fit around your current work responsibilities. The pathway you choose will depend on your existing commitments and academic history.

**Application closing date:** 1 November 2016  
**Start date:** 5 January 2017

### Weekend MBA pathway

#### Quick facts

240 points (Taught)

**Offered after hours (2 years)**

This is an intensive two-year programme, delivered fortnightly and organised by direct-entry cohort. Currently, the cohort has an average age of 41 and an average of 18 years' work experience. Classes are delivered in block format on alternate weeks: 1-7pm Fridays and 9-3pm Saturdays.

### Weeknight MBA pathway

#### Quick facts

240 points (Taught)

**Offered after hours (2 years)**

Students who complete the Postgraduate Diploma in Business (PGDipBus) and meet the eligibility criteria can apply to study for a further year to complete the MBA. Currently, this cohort has an average age of 32 and an average of 11 years' work experience. Classes are delivered in block format on two weeknights: 5.30-8.30pm.

#### Eligibility

The MBA is open to New Zealand citizens or permanent residents with at least three years of practical work experience at senior management level and who have a bachelors degree or equivalent professional level qualification, or have completed the PGDipBus and achieved a B average or higher.

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



## Postgraduate Diploma in Business (PGDipBus)

This all round executive training programme appeals to working professionals who seek a core management qualification to provide a foundation to move from middle to senior management. The diploma can provide a gateway to apply for the final year of the MBA programme.

We offer our eight-paper programme part-time over two years with specialisations in Business Administration, Health Management or Māori Development.

#### Quick facts

120 points (Taught)

**Offered after hours (2 years)**

**Application closing date:** 1 November 2016, 1 May 2017

**Start date:** 5 January 2017, 27 June 2017

#### Eligibility

The PGDipBus is open to New Zealand citizens or permanent residents with between five and ten years' work experience, with at least two years at middle management level, or an undergraduate degree or equivalent professional level qualification and at least two years' practical experience in a middle management role.

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

## Master of Commercialisation and Entrepreneurship (MCE)

#### Quick facts

120 points (Taught)

**Part-time:** 18-24 months

**Application closing date:** 1 November 2016

**Start date:** 13 January 2017

The Postgraduate Certificate and Master of Commercialisation and Entrepreneurship are part-time programmes that provide you with the core knowledge and skills required to commercialise and take to market new products, services and processes based on research discoveries, inventions, innovations or new ideas.

You will develop an understanding of key business concepts and explore the entrepreneurial mindset that underpins the competitive advantage of research-based spinouts, hi-tech start-ups and innovative firms.

Classes use guest speakers, case studies and applied assignments to strengthen students' understanding and knowledge of the commercialisation process. Students who continue onto the masters programme will complete a commercialisation project.

An hour of each fortnight's teaching time is used as a backbone session where professionals come in and share their knowledge of commercialisation, giving students the opportunity to build contacts.

The programme is fully integrated with other University of Auckland initiatives and students receive invitations to guest speaker events, workshops and seminars.

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

# Postgraduate student support and resources

As a postgraduate student you will have access to the University's research facilities, extensive library resources and dedicated study spaces.

## Libraries and Learning Services

Libraries and Learning Services provide support for all of our taught and research postgraduates. They offer a variety of workshops and one-on-one tutorials that provide support and advice about essays and theses, data analysis, presentations skills and research development.

## Business Information Centre

Along with access to the University's research library, our students have an additional resource in the Owen G Glenn Building's Business Information Centre. The centre provides support for all our staff and postgraduate students in their teaching, learning and research activities.

In the Business Information Centre, specialists offer research consultations and in-depth database assistance. You can use the library's collection of electronic and print resources, look through archives of New Zealand company annual reports and search through financial and business databases.

## Spaces to study and relax

As a Business School student, you will attend lectures in modern lecture theatres and have access to computers and common areas with wireless capabilities. The Owen G Glenn Building offers dedicated study spaces for postgraduate students, along with a postgraduate lounge for relaxing between lectures and studying. Most of our doctoral student spaces have panoramic views of the harbour and the Auckland Domain.

## Business School events

The Business School offers a number of postgraduate events throughout the year, including doctoral conferences and retreats, seminars and workshops, and a number of informal fun events that give our postgraduate cohort a chance to network and enjoy themselves.

## Postgraduate Students' Association (PGSA)

The PGSA aims to make postgraduate life on campus more enriching and acts as the political voice for postgraduate students (alongside AUSA) to promote students' interests within the University and the community.

The PGSA's volunteer board hosts social and academic events, sends out a regular newsletter and acts as a representative for postgraduate students on various boards and committees at the University. Membership is free and entitles you to various discounts. For membership details see [www.pgsa.org.nz](http://www.pgsa.org.nz)



## Business School ASB Careers Centre

Located on Level 1 of the Owen G Glenn Building, the Business School's dedicated ASB Careers Centre supports student professional development and offers a range of services to assist you with career planning, development and management.

The Careers Centre will help you take your career to the next level, offering:

- Individual consultation with career advisers
- Presentations by, and networking opportunities with, key employers such as investment banks, consulting firms, retail banks and accounting firms
- Customised postgraduate workshops including CV writing, interview skills, networking and psychometric testing
- Access to job opportunities and internships advertised directly through the Careers Centre

For more information visit [www.business.auckland.ac.nz/bizcareers](http://www.business.auckland.ac.nz/bizcareers)



# Support for international students

As an international postgraduate student, you will have access to the general support services the University of Auckland offers to its students. In addition, there are specialist support services to help you adjust to life in New Zealand and enjoy your studies in Auckland.

## International Student Information Centre

The International Student Information Centre is the first point of contact for all international students. The Information Centre can help with enquiries about studying and living in Auckland, immigration, healthcare, work and other general matters.

## iSPACE

iSPACE is an area in the Kate Edger Information Commons for international students to meet other students and attend activities. iSPACE is located on level four of the Kate Edger Information Commons on the City Campus.

For more information visit

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

## English language support

If English is not your first language, you will be required to provide proof of your English language proficiency to be accepted for postgraduate study. The University provides plenty of support to help you further develop your academic English skills during your studies.

DELNA (Diagnostic English Language Needs Assessment) is a free service that determines the level of English language support you will need to succeed in your studies.

For more information visit

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

Free services to improve your academic English skills, including language learning materials and help with academic writing, listening skills and pronunciation, are provided by English Language Enrichment.

For further information, visit

**[www.library.auckland.ac.nz/ele/](http://www.library.auckland.ac.nz/ele/)**



## **Xiaoyan Bai completed her PhD in Information Systems. She now works as a Business Intelligence Consultant at Genesis Energy.**

*"When I first came to this country from China, I knew the University of Auckland was ranked highest in New Zealand, so I didn't consider going anywhere else."*

*"Before my PhD, I completed a Graduate Diploma, Postgraduate Diploma and Master of Commerce. I came across some really outstanding lecturers and completed projects that allowed me to learn a lot of practical tools and skills, which laid the foundation for further postgraduate study. When I met my main supervisor, I started a new learning journey."*

*"As an undergraduate when you are thrown a question there is always an answer. A key difference about studying at postgraduate level is that all the questions are new – you come across issues that haven't been addressed or haven't been touched at all, and that was really exciting to me."*

*"For my PhD I designed and implemented purposeful visualisation systems that can be used to create purpose-driven, context-sensitive, stakeholder-relevant, adaptive visualisations. My research helps people turn their data into visual stories that inform, engage, enchant and empower, and eventually achieve better support for decision making."*





# Auckland – an international city

Auckland is a multicultural city of 1.5 million people, ranked third best in the Mercer 2016 Quality of Living Survey and ranked in the top ten most liveable cities in the world by The Economist in 2015.

Nestled between two harbours and surrounded by the ocean, islands and native forests, Auckland is home to residents from all kinds of ethnic and cultural backgrounds. Stylish cafés and bars, a vibrant nightlife, great shopping, exciting attractions, international concerts, sports matches and cultural festivals offer plenty to see and do all year round.

For more information about Auckland, visit [www.aucklandnz.com](http://www.aucklandnz.com)

## Vibrant campus life

Business School students are immersed in the University of Auckland's bustling City Campus. Between classes you can catch up with friends in one of more than 15 cafés and bars on campus, relax in Albert Park or soak up the vibrant atmosphere at free music and entertainment events in the quad.

A wide array of cultural, academic and social clubs are available for students and the City Campus Recreation Centre offers facilities for gym workouts, group fitness, rock climbing,

squash and yoga. The University also has many recreational clubs such as badminton, rugby, netball, canoeing, tramping and alpine snow sports.

The campus has several shops, a medical clinic, pharmacy, bank, post shop and travel agency.

## A modern business school

Business classes are held in the Owen G Glenn Building. Built in 2008, it features the latest technology in lecture theatres, case rooms, computer labs and study areas.

We are one of only four business schools in Australasia with our own careers centre. The Business School ASB Careers Centre provides free skills workshops, one-on-one coaching, networking events and services to help students plan their career (see page 11).

Just five minutes from the central business district, the building overlooks Auckland Domain and the city's international port, with views across the Waitemata Harbour to Rangitoto Island.



## How to apply

To apply for a place in one or more programmes visit [www.auckland.ac.nz/applynow](http://www.auckland.ac.nz/applynow)  
Closing dates for applications to 2017 postgraduate programmes:

**For BCom(Hons); MCom; BProp(Hons); MProp**

Semester One:  
8 December 2016

Semester Two:  
4 July 2017

**Master of Business Administration**

1 November 2016

**Postgraduate Diploma in Business**

Quarter One: 1 November 2016  
Quarter Three: 1 May 2017

**Postgraduate Certificate/  
Master of Commercialisation  
and Entrepreneurship**

1 November 2016

**Master of Management, Master  
of Professional Accounting,  
Master of International  
Business, Master of Marketing**

September 2016 intake:  
International students must  
apply by 1 July 2016; domestic  
students must apply by  
1 August 2016

April 2017 intake: International  
students must apply by 1  
February 2017; domestic  
students must apply by  
1 March 2017

# Fees, scholarships and money matters

## Tuition fees

Fees for 2017 will be set towards the end of 2016. Your annual tuition fees will vary according to the subjects you enrol in and your workload. Current fees can be viewed at [www.auckland.ac.nz/fees](http://www.auckland.ac.nz/fees)

## Funding

For comprehensive information about sources of funding, visit [www.auckland.ac.nz/fees](http://www.auckland.ac.nz/fees)

## Scholarships

We encourage all students to apply for a scholarship. The University of Auckland has a range of postgraduate scholarships, awards and bursaries.

### Doctoral scholarships

- The University of Auckland Doctoral Scholarships (domestic students with a GPA of 8.0 or above from their most recent New Zealand university qualifying programme will be guaranteed a scholarship)
- Barry Spicer and Owen G Glenn PhD Scholarships
- ASB Bank and NZ Shareholders Association PhD Scholarship
- Universitas 21 Doctoral Mobility Scholarships

- Universitas 21 Joint PhD Programme Scholarship
- Various subject-specific scholarships

### Postgraduate scholarships

- Research Masters/Honours/Postgraduate Diploma Scholarships
- Māori and Pacific Postgraduate Scholarships (Masters/Honours/Postgraduate Diplomas)

## Postgraduate research grants

Postgraduate research grants are available to assist PhD students (up to \$2500), and masters and honours students (up to \$1500) with the research component of their programmes.

These grants typically fund research costs involved in data collection and travel associated with research.

## Employment during study

Employment opportunities often exist within departments for tutoring and marking for courses. These are often offered to postgraduate students.

In addition, internships and other professional opportunities designed to fit around your studies are regularly advertised and available.





# Frequently asked questions

Find out answers to commonly asked questions about the postgraduate programmes at the University of Auckland Business School.

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## Is the Bachelor of Commerce (Honours) a postgraduate degree or an undergraduate degree?

It's a postgraduate programme consisting of postgraduate courses and a research dissertation. To be eligible, students must have a completed a Bachelor of Commerce or equivalent.

## I don't have a major in the subject I want to do a research programme in. Can I do a bridging programme?

The Graduate Diploma of Commerce allows graduates to supplement their undergraduate degree and can act as a bridging programme to postgraduate study. It allows you to meet the major requirements for a subject that was not included in your BCom.

## I don't have a business degree. What programme could I apply for?

Consider applying for one of the Business Masters programmes, designed for business and non-business graduates to gain professional skills before entering the workplace. If you have several years' work experience, consider applying for a Postgraduate Diploma in Business or an MBA.

## Can I apply for a postgraduate degree while I am still finishing my undergraduate degree?

Yes. Students who apply for postgraduate programmes and are still completing their undergraduate programmes may receive a conditional offer of place. This means that the student will have a place in the programme, subject to meeting the conditions listed on the offer. Common conditions are completion of undergraduate degree, attainment of certain grades, or the completion of a required course.

## Do I need to find a supervisor before applying for a PhD?

No. After you apply we will assess your research potential and, if appropriate, match your interest with an academic staff member.

## I am an international applicant and completed study in English in a country where English is not the official first language. Am I still required to provide evidence of English language proficiency?

Yes, all applicants who have studied in a country where English is not the official first language are required to provide evidence of English language proficiency.

## I have been accepted for the Master of International Business but now I want to change to the Master of Commerce in Finance. Can I switch?

If you change your mind about the programme you want to study, you will be assessed for your eligibility for the new programme. You will need to make a new application for your preferred programme to be considered. You are not required to withdraw your previous application in order to be considered for the new programme.

## Do I need to provide academic references if I am applying for a PhD?

Yes, you need to provide two references - a referee report and a recommendation letter - before we make a final decision about your application.. These should be from academic staff who can comment on your research experience and capability. One reference should be from your prior thesis supervisor.

## Will I be required to do coursework as part of my PhD?

Normally, no. However, you may be asked to undertake a limited amount of coursework in your first (provisional) year if your supervisors think you might benefit. Any courses you pass will not be credited towards your degree.

## How can I find a possible research topic for my PhD?

You can search FindaThesis, an online database with current masters and doctoral research topics: [www.findathesis.auckland.ac.nz](http://www.findathesis.auckland.ac.nz)  
Alternatively, look on our department webpages for research topics: [www.business.auckland.ac.nz](http://www.business.auckland.ac.nz)

## Does the Business School provide additional funding to support me through my PhD?

Yes, you may be able to apply for one of the following:

- Doctoral Publication Awards are available to encourage doctoral students to submit and publish a paper in a refereed journal.
- Doctoral Research Grants are available to support PhD students with funding for their primary research in their post-provisional year.
- A PhD Conference Fund is available to assist students to present at reputable conferences.

## Are there any work opportunities while I am studying my PhD?

PhD students may be able to work as graduate teaching assistants (GTAs). For more information, go to [www.business.auckland.ac.nz/pgemployment](http://www.business.auckland.ac.nz/pgemployment)

## I am working full-time and want to do my PhD part-time. Is this possible?

It is possible to do your PhD on a part-time basis. Part-time students are expected to spend at least 15 hours a week on their research. You will also need to attend regular meetings with your supervisory team. It is strongly recommended that candidates do not overload themselves with work commitments as the PhD programme must be completed within eight years of registration. You can discuss your options with a Student Academic Adviser or your supervisor to ensure that you balance your workload realistically.



**New Zealand citizens or permanent residents contact:**

**Business Student Centre**

The University of Auckland  
Business School  
Level 1, Owen G Glenn Building  
12 Grafton Road, Auckland 1142,  
New Zealand  
Phone: 923 5022 (within Auckland)  
Phone: 0800 61 62 65 (outside Auckland)  
Email: [postgrad-com@auckland.ac.nz](mailto:postgrad-com@auckland.ac.nz)  
[www.postgraduate.business.auckland.ac.nz](http://www.postgraduate.business.auckland.ac.nz)

**International students contact:**

**International Office**

Room G23, Old Choral Hall  
7 Symonds Street  
Auckland 1142  
New Zealand  
Phone: +64 9 373 7513 (overseas)  
Questions: [www.askauckland.ac.nz](http://www.askauckland.ac.nz)  
Email: [int-questions@auckland.ac.nz](mailto:int-questions@auckland.ac.nz)  
[www.international.auckland.ac.nz](http://www.international.auckland.ac.nz)