



Graduate  
School of  
Management

**BUSINESS  
SCHOOL**



# 2016

MBA Programme

**PGDipBus Programme**

## Am I ready for a Master of Business Administration (MBA)?

MBA study is a life-changing experience. It is not about simply acquiring a set of professional skills; it is an important transitional stage in your personal and professional development as a leader and decision maker. Making the investment in MBA study requires due diligence.

A globally recognised MBA is the premier qualification for ambitious and intellectually rigorous business leaders. Meeting the entry criteria is only your first hurdle. The MBA challenge is for driven individuals who are committed to making a positive leadership contribution. It is for individuals looking for an intellectual challenge, who will be energised by the opportunity to embark on an exciting and demanding journey of development through learning and practice.

### MBA at a glance

**Average age:** 41 years

**Average years of employment:** 18 years

**Experience level:** Working in senior level management roles, directors, business owners, consultants and technical experts

**Industry backgrounds:** Attracts senior level professionals and executives from all sectors and sizes of organisations in finance, construction, healthcare, technology and the arts, as well as defence force personnel and entrepreneurs

**Programme length:** Two years (16 courses)

**Programme structure:** Four quarters a year, two courses per quarter, each course is 12 weeks in total

**Contact time per quarter:** 12 hours per fortnight for ten weeks, plus one assessment week and one break week

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

**Intake dates:** Apply by 1 November to start in January 2016

**Cost:** \$44,450.40\*

\*Indicative cost based on 2016 fees, please refer to our website

### 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.



### Auckland War Memorial Museum utilises MBA research project

“ We did a great piece of work as a team under contemporary issues with Kaj [Storbacka], looking very specifically at our school market. We did sessions with the staff here. The museum has already implemented some of the recommendations from that project. ”

**Sally Manuireva (MBA),**  
Director, Public Engagement and Capital Projects  
Auckland War Memorial Museum



### A journey through strengths and weaknesses

“ It made me more humble, I learned that perhaps I didn't know nearly as much as I hoped I might. But, it gave integrity and context to the knowledge and strengths I do bring and showed me where I can play my part in the world. ”

**Bonar Vossen-Chong (MBA),**  
Senior Sustainability and Community Manager,  
Bank of New Zealand



## Am I ready for a Postgraduate Diploma in Business (PGDipBus)?

If you are at a transitional point in your career development and seeking new perspectives, skills and networks then a PGDipBus could be what you need.

The PGDipBus delivers a challenging and powerful learning experience. The programme encourages and motivates aspiring middle managers to explore beyond your current skill set and provides a foundation to help you realise your professional potential.

The diploma can also provide a gateway to the final year of the MBA programme.

### 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.



### PGDipBus lifts career ceiling

*“I came to realise my knowledge, built predominantly ‘on the job’, would only take me so far. To contribute more in my current role and be seriously considered for senior management, I had to challenge my thinking and widen my knowledge and understanding across all facets of the business.”*

**Jason MacRae (PGDipBus),**  
Learning and Development Manager,  
Repco New Zealand



### PGDipBus pathway to general management role

*“I did the PGDipBus because I thought it might help me to get into a GM role or a very senior management role and that’s exactly what happened. I don’t think I would have been offered this role if I didn’t have the first year of post-graduate study on my CV.”*

**Kirstin Brown (PGDipBus),**  
Academic Quality and Operations Manager,  
Computer Power Plus

### PGDipBus at a glance

**Average age:** 34 years

**Average years of employment:** 11 years

**Experience level:** Mid-level management roles or business owner operators

**Industry backgrounds:** Attracts professionals from all sectors and sizes of organisations in finance, construction, healthcare, technology and the arts, as well as defence force personnel and entrepreneurs.

**Programme length:** Two years (eight courses) part-time

**Programme structure:** Four quarters a year, one course per quarter, each course is 12 weeks in total

**Contact time per course:** Three hours per week for ten weeks, plus one assessment week and one break week

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

**Intake dates:** Apply by 1 November to start in January 2016; apply by 1 May to start in June 2016

**Cost:** \$17,198.40\*

\*Indicative cost based on 2016 fees, please refer to our website





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

When you choose to study for your MBA or PGDipBus 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

## Meet some of our staff



**Professor Kevin Lowe**

Award-winning teacher and researcher, and recognised expert in the field of leadership. Current Fletcher Building Education Trust Chair in Leadership at the Business School, and Burlington Industries Research Excellence Professor, University of North Carolina at Greensboro.



**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.



**Associate Professor Suvi Nenonen**

Experienced strategy consultant to major European companies in several industries including financial services, manufacturing, healthcare, construction and telecommunications. Speaker in executive education programmes and academic conferences.



**Professor Robert MacCulloch**

Matthew S Abel Chair in Macroeconomics at the Business School. 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.



**Professor Jilnaught Wong**

Researcher and teacher in the areas of contracting and agency issues in financial accounting, earnings management, and corporate governance. His research into the effect that the political process has on firms' accounting decisions has been particularly influential.

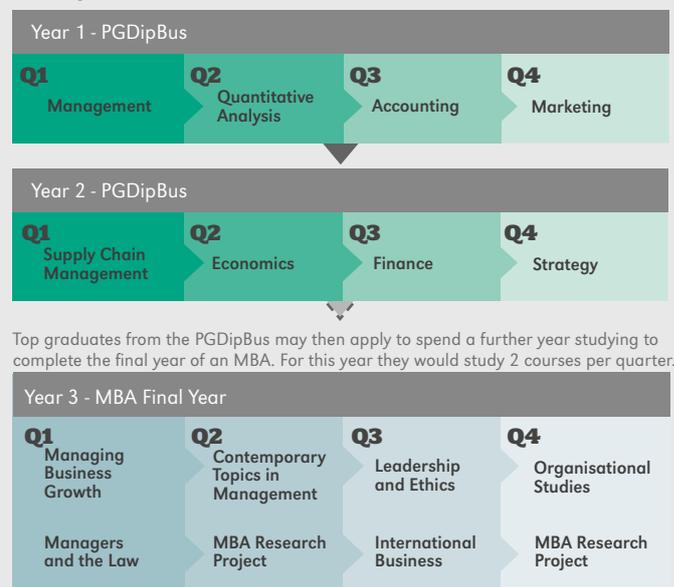
## Study pathways

### MBA

*All courses are 15 points unless otherwise specified*



### PGDipBus



Top graduates from the PGDipBus may then apply to spend a further year studying to complete the final year of an MBA. For this year they would study 2 courses per quarter.

## Our programmes won't just move you up the ladder

We can help you relish new challenges you never thought possible – and set you up for life-long learning and development.

Our MBA and Postgraduate Diploma in Business have been developed to build the management capability of individuals and teams who help drive the performance of organisations shaping New Zealand's economy.

We will support you to make business networks for life, interact with some of the country's most innovative business leaders and develop the skills to thrive in a fast-paced and ever-changing business environment.

Our executive-level degrees are designed for the working professional, committed to enhancing their long-term career prospects or those ready for a mid-career shift.



Deciding to study for an MBA or PGDipBus requires careful consideration. Is it the right time, the right programme and the right school for you at this stage of your career? Can you make the necessary commitment? Do you have the support of your partner, your family and your employer?

Join us at a Connect! information evening on the first Tuesday of every month. Here you can meet our staff and fellow candidates. You are welcome to bring your partner, friends, manager or colleagues too. Please register via our website.

**IVAN MOSS,**  
Director of MBA and Executive Education  
Graduate School of Management

## Meet some of our alumni

### Employee investment pays dividends

#### Fergus Lee says the MBA improved his overall business acumen and his employer agrees.

Steve Jurkovich, ASB's Executive General Manager for Corporate, Commercial and Rural, says Fergus understands the bigger picture, questions different aspects of the business and sees new challenges since completing an MBA.

He says granting Fergus the time to undertake graduate study and supporting him through it was an easy decision.

"Talent is the rarest commodity in any modern organisation, so if you've got someone who's highly motivated, highly capable and they want to better themselves, that's a pretty good case for an investment."

Fergus is Head of Capital Solutions at ASB.



### PGDipBus unleashes potential

#### Ida Tang credits her blossoming career to the confidence she gained while studying a Postgraduate Diploma in Business.

"I'd been with the same company for seven years and was probably stuck in a career comfort zone. I couldn't see my full potential," she says.

"Studying for a PGDipBus provided me with a broader perspective and confidence in what I could achieve, and prepared me to take the next step in my career. It also introduced me to successful female leaders which was very empowering."

Since embarking on the PGDipBus, Ida has risen from a junior management role at Staples to senior consultant role at Spark and was recently headhunted for her current senior management role at KiwiRail.



## How we rank

The University of Auckland Business School is among one percent of business schools worldwide (and one of only five 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.



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





## Ready to apply?

We receive applications throughout the year and advise applicants to apply as early as possible to allow for processing time and, if successful, enough time to complete the necessary requirements and submission of paperwork.

## Key dates

MBA				
Quarter	Start	End	Exam week	Applications close
1	04/01/16	12/03/16	14/03/16	Intake dates: Apply by 1 November to start in January Applications submitted after 1 November will be considered if places are available
2	05/04/16	11/06/16	13/06/16	
3	27/06/16	03/09/16	05/09/16	
4	19/09/16	26/11/16	28/11/16	

*Class times: Weekend cohort alternate Fridays 1-7pm and Saturdays 9am-3pm.*

*Weeknight cohort – two weeknights 5.30 – 8.30pm.*

PGDipBus - Jan intake				
Quarter	Start	End	Exam week	Applications close
1	04/01/16	11/03/16	14/03/16	Intake dates: Apply by 1 November to start in January Applications submitted after 1 November will be considered if places are available
2	05/04/16	10/06/16	13/06/16	
3	27/06/16	02/09/16	05/09/16	
4	19/09/16	25/11/16	28/11/16	

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

PGDipBus - June intake				
Quarter	Start	End	Exam week	Applications close
3	27/06/16	02/09/16	05/09/16	1 May for June intake
4	19/09/16	25/11/16	28/11/16	

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

**Contact us** The University of Auckland Business School  
Graduate School of Management  
Level 3, Owen G Glenn Building  
12 Grafton Road,  
Auckland 1142

**Telephone:** 0800 227 337

**www.gsm.auckland.nz**

**Email:** [gsm@auckland.ac.nz](mailto:gsm@auckland.ac.nz)

(Please type your name and preferred programme in the subject line)

## Completing your application

### Step 1

Check your eligibility on our website.

### Step 2

*New University of Auckland student:*

Go to [www.apply.auckland.ac.nz](http://www.apply.auckland.ac.nz) and complete the Application for Admission (AfA). The University will send you an acknowledgement email with your student ID and ask you to present original copies of proof of identification and academic transcripts you may have.

*Current or former University of Auckland student:*

You can use your original student ID number but you will need to submit any additional transcripts you may have gained since leaving the university.

### Step 3

Sign back into your application and upload supporting documentation:

- A detailed CV
- A personal statement. To better assess your suitability we would like to know more about you as a person. Please write about 500 words (double spaced) explaining why you have decided to pursue your chosen programme.

### Step 4

Nominate two referees who can comment on your suitability for the programme.

- One must be from your current employer.
- The other can be from a business professional or an academic.

*Tip: Ask your referees as early as possible to email their comments to [gsm@auckland.ac.nz](mailto:gsm@auckland.ac.nz)*

### Step 5

Submit the following original documents to the Student Information Centre, Room 112, Level 1 (Ground Floor), The ClockTower, 22 Princes Street, City Campus.

- ID Photo
- Proof of citizenship or permanent residency
- An official degree certificate or academic transcript

### Step 6

#### Application review

Once we have received your application and evaluated all the supporting documents, a decision will be made regarding whether to shortlist you.

If we shortlist you, you may be required to complete additional assessment tests. If you are applying for the MBA programme you may also be required to attend an interview.

### Step 7

You will be notified of our decision. If you are made an offer you need to sign into the AfA ([www.apply.auckland.ac.nz](http://www.apply.auckland.ac.nz)) to accept your offer.

### Step 8

Once you have accepted your offer, the final step is to enrol in your courses at [www.auckland.ac.nz/enrolment](http://www.auckland.ac.nz/enrolment)

### Step 9

Your Orientation details will be sent to you. Welcome to the programme!