Why study at the University of Auckland?

1. The University of Auckland is New Zealand’s leading university ranked 82nd equal in the QS World University Rankings 2016. The Department of Accounting and Finance ranked 34th in the QS World University Rankings (2016).

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

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

4. Auckland is a safe and multicultural city of 1.5 million people, ranked third best in the Mercer 2016 Quality of Living Survey. It is in the top 9 most liveable cities in the world (The Economist 2015).

5. Our Auckland City Campus is located in New Zealand’s largest commercial and business centre. Students are minutes away from the country’s leading companies, as well as inner-city beaches, parks and public spaces.

Auckland, New Zealand

- Average temperature range:
  Summer (Dec - March) 15°C- 24°C
  Winter (June - Aug) 8°C-15°C
- Flight time from Singapore: 10 hours
- Flight time from Hong Kong: 11 hours
- Auckland International Airport has more than 100 international flights arriving every day
A Business Masters at the University of Auckland Business School will prepare you for the challenging and fast-moving business world.

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

Susan Laurenson  
Director of GSM Masters  
Associate Dean, Academic Programmes and International

Why study a coursework masters degree?

Our coursework masters degrees will give you a practical and rigorous learning experience in a diverse, international cohort. Whether you have a business background or not, our programmes are perfect for launching a business career or steering your existing career in a new direction.

Our professional development modules are designed to complement your academic learning and give you the skills employers are looking for. Many of our classes incorporate team-based learning where you work in groups to replicate workplace dynamics using real-life case studies which offer practical insights into the professional world.

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

180 points; 15 months

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

Programme structure*

<table>
<thead>
<tr>
<th>Core 1</th>
<th>Core 2</th>
<th>Specialisation 3</th>
<th>Specialisation 4</th>
<th>Marketing Strategy and Capstone 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Managing People and Organisations</td>
<td>• Financial Reporting and Control</td>
<td>• Specialisation course 1</td>
<td>• Specialisation course 3</td>
<td>• Strategic Management</td>
</tr>
<tr>
<td>• Economics for Managers</td>
<td>• Business Analytics</td>
<td>• Specialisation course 2</td>
<td>• Specialisation course 4</td>
<td>• Strategy Capstone</td>
</tr>
</tbody>
</table>

** Available for Master of Management only

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

Professional Development

Choose one of the four specialisations:

<table>
<thead>
<tr>
<th>Accounting</th>
<th>Business**</th>
<th>International Business</th>
<th>Marketing</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Financial Reporting and Accounting</td>
<td>• Business Finance</td>
<td>• International Business Environment</td>
<td>• Marketing Management</td>
</tr>
<tr>
<td>• Business Finance</td>
<td>• Marketing Management</td>
<td>• Marketing Management</td>
<td>• Understanding Consumers</td>
</tr>
<tr>
<td>• Analysing Financial Statements</td>
<td>• International Human Resource Management</td>
<td>• International Human Resource Management</td>
<td>• Marketing Communications</td>
</tr>
<tr>
<td>• Strategic Management Accounting</td>
<td>• Global Operations Management</td>
<td>• Global Operations Management</td>
<td>• International Human Resource Management</td>
</tr>
</tbody>
</table>

* Provisional sequence, refer to 2017 calendar

** Available for Master of Management only
Master of Professional Accounting

240 points; 18 months

The Master of Professional Accounting programme will equip you with the knowledge and skills required for a career as an accountant and includes a focus on professional development. It is recognised as a pathway to becoming a chartered accountant through the Chartered Accountants Australia New Zealand (CA ANZ) and a certified practising accountant through CPA Australia. Delivered with a practitioner focus, graduates may also seek exemptions from the Association of Chartered Certified Accountants (ACCA) and the Chartered Institute of Management Accountants (CIMA).

Programme structure

<table>
<thead>
<tr>
<th>Core 1</th>
<th>Core 2</th>
<th>Specialisation in Accounting 3</th>
<th>Specialisation in Accounting 4</th>
<th>Advanced Specialisation in Accounting 5</th>
<th>Advanced Specialisation in Accounting 6</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Managing People and Organisations</td>
<td>• Financial Reporting and Control</td>
<td>• Financial Reporting and Accounting</td>
<td>• Analysing Financial Statements</td>
<td>• Strategic Management</td>
<td>• Taxation for Business</td>
</tr>
<tr>
<td>• Economics for Managers</td>
<td>• Business Analytics</td>
<td>• Business Finance</td>
<td>• Strategic Management Accounting</td>
<td>• Accounting Information Systems</td>
<td>• Auditing for Business</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>• Commercial and Corporate Law</td>
<td>• Capstone for MProfAcctg</td>
</tr>
</tbody>
</table>

Likely roles include:
• Auditor
• Tax specialist
• Management accountant
• Systems accountant
• Business adviser

“I’m really confident about searching for a job — the professional development modules have helped me gain the skills I need to start my career.”

Pucheng Li
MMgt student
Master of International Business

240 points; 18 months

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

Programme structure*

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

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

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

* Provisional sequence, refer to 2017 calendar
Master of Marketing

240 points; 18 months

The world of marketing and communications is changing fast and our Master of Marketing will get you business-ready with an emphasis on contemporary marketing and strategic management in the global environment. Core courses in management, accounting and business analytics are complemented with specialist marketing topics and a consultancy or industry-linked project. This programme will equip you for a career in the marketing or communications service sector.

Programme structure*

<table>
<thead>
<tr>
<th>Core</th>
<th>Core</th>
<th>Specialisation in Marketing</th>
<th>Specialisation in Marketing</th>
<th>Advanced Specialisation in Marketing</th>
<th>Advanced Specialisation in Marketing</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
<td>Professional Development</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>• Managing People and Organisations</td>
<td>• Marketing Management</td>
<td>• Marketing Communications</td>
<td>• Strategic Management</td>
<td>• Consultancy Practice</td>
<td></td>
</tr>
<tr>
<td>• Economics for Managers</td>
<td>• Understanding Consumers</td>
<td>• International Human Resource Management</td>
<td>• Digital Marketing</td>
<td><strong>PLUS ONE OF...</strong></td>
<td></td>
</tr>
<tr>
<td>• Financial Reporting and Control</td>
<td>• Business Analytics</td>
<td>• Competing in Asia</td>
<td>• Competing in Asia</td>
<td><strong>Marketing Research Project</strong></td>
<td></td>
</tr>
<tr>
<td>• Business Analytics</td>
<td></td>
<td></td>
<td>• Consultancy Project for MMktg</td>
<td><strong>AND ONE OF...</strong></td>
<td></td>
</tr>
</tbody>
</table>

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

* Provisional sequence, refer to 2017 calendar
Strategy Capstone project

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

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

Consultancy/Internship projects

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

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

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

“The internship project was a fantastic opportunity to apply what I learned in the classroom to a real-life business and to make an impact.”

Sarah Shier
MIntBus student
Get ready for a career in business

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

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

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

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

Professional development modules

- **Integrity**: Identify ethical perspectives; assess personal skills; develop a career plan.
- **Independence**: Analyse complex problems; develop presentation skills; create a digital profile.
- **Interaction**: Develop diversity and conflict management skills; engage in networking; collaborate with others to find creative solutions.
- **Influence**: Understand how decisions are made; learn to negotiate and deliver feedback; plan to influence change.
- **Academic skills support**
- **Networking events**
- **Volunteering**
- **Business communication skills**

Our Business School Careers Centre was voted “Best New Zealand University Careers Service” by the New Zealand Association of Graduate Employers in 2014.
A supportive learning environment

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

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

Pastoral care
We are here to support you through your learning journey. Whatever your needs, our Business Masters programme advisers are here to help you with any issues or questions regarding your studies. Additionally, the International Office of the University offers specialised support for international students, including advisers who are trained to help students settle into life in Auckland.

Course expectations and options

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

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

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

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

**Dr Dynah Basuil**
Specialises in international business, strategic human resource management and strategy. Began her academic career in Mexico after a strong career in finance and telecommunications in the Philippines, United States and Hong Kong.

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

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

**Professor Kevin Lowe**
Award-winning teacher and researcher, and recognised leader in the field of leadership. His research interests include cross-cultural management, leadership and international human resource management. Current Fletcher Building Education Trust Chair in Leadership at the Business School.

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

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

**Professor Jilnaught Wong**
Deputy Dean of the Business School, Professor of Financial Accounting, with a background in chartered accounting and investment banking. His research interests include contracting and agency issues in financial accounting, earnings management and corporate governance.
Entry requirements

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

**English language:** International students must achieve an academic IELTS score of 6.5 with no band less than 6.0, or TOEFL equivalent. For full details of entry requirements, visit [www.businessmasters.auckland.ac.nz](http://www.businessmasters.auckland.ac.nz)

### Tuition fees

<table>
<thead>
<tr>
<th>PROGRAMME</th>
<th>POINTS/DURATION</th>
<th>DOMESTIC FEES*</th>
<th>INTERNATIONAL FEES*</th>
<th>INTAKES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Master of Management</td>
<td>180 points; 15 months</td>
<td>NZD $25,427</td>
<td>NZD $55,090</td>
<td>April/September</td>
</tr>
<tr>
<td>Master of International Business</td>
<td>240 points; 18 months</td>
<td>NZD $34,183</td>
<td>NZD $73,908</td>
<td>April/September</td>
</tr>
<tr>
<td>Master of Professional Accounting</td>
<td>240 points; 18 months</td>
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</tbody>
</table>

*These are indicative fees (including student services fee) likely to be applicable for the April 2017 intake only. Refer to our website.

### Important dates

<table>
<thead>
<tr>
<th>PROGRAMME INTAKE</th>
<th>INTERNATIONAL STUDENTS SHOULD APPLY BY</th>
<th>DOMESTIC STUDENTS SHOULD APPLY BY</th>
</tr>
</thead>
<tbody>
<tr>
<td>April 2017</td>
<td>1 February 2017</td>
<td>1 March 2017</td>
</tr>
<tr>
<td>September 2017</td>
<td>1 July 2017</td>
<td>1 August 2017</td>
</tr>
</tbody>
</table>

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

### Scholarships

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

The basis of selection will be academic merit and a written statement covering career goals and motivation.

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

### Need help?

- **International:** +64 9 923 1535
- **New Zealand:** 0800 227 337
- **Email:** businessmasters@auckland.ac.nz
- **Website:** [www.businessmasters.auckland.ac.nz](http://www.businessmasters.auckland.ac.nz)

### Disclaimer

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

Brought to you by the Graduate School of Management