



**Business
Masters**

Master of Marketing

Likely roles include:

- Marketing coordinator
- Brand manager
- Market analyst
- Public relations officer

240 points; 18 months

The Master of Marketing is an 18-month coursework masters degree programme designed for graduates who are looking for career opportunities in marketing.

You will gain the knowledge, practical skills and networks to engage in the rapidly changing global marketplace.

Career prospects

Our professional masters programmes are designed to prepare you for the workplace and help you stand out in a competitive job market.

Master of Marketing graduates will be well equipped to enter a career in the marketing or communications service sector with internationally-

oriented organisations, building on their knowledge and skills in contemporary marketing and strategic management.

Degree structure

The Master of Marketing is an 18-month, 240-point programme studied over six quarters.

You will study core business courses before continuing on to a set of specialised marketing courses.

You will also complete four professional development modules as an important

component of your degree. These will equip you with the professional skills that you will need to enhance your employability and success in the business world.

MASTER OF MARKETING - COHORT 5

Core 1	Core 2	Specialisation in Marketing 3	Specialisation in Marketing 4	Advanced Specialisation in Marketing 5	Advanced Specialisation in Marketing 6
<ul style="list-style-type: none"> • Managing People and Organisations • Economics for Managers 	<ul style="list-style-type: none"> • Financial Reporting and Control • Business Analytics 	<ul style="list-style-type: none"> • Marketing Management • Understanding Consumers 	<ul style="list-style-type: none"> • Contemporary Marketing • Competing in Asia 	<ul style="list-style-type: none"> • Strategic Management • Marketing Communications • Consultancy Practice 	<ul style="list-style-type: none"> • Cases in Strategy PLUS ONE OF... • Marketing Research Project • Consultancy Project for MMktg
Professional Development					

See overleaf for more detailed course descriptions



Course descriptions

Core	BUSMGT 711 Managing People and Organisations 15 points	Focuses on the foundations of organisational behaviour and managing within the workplace. Examines the challenges that managers and leaders face in managing people and organisations.
	BUSMGT 712 Business Analytics 15 points	Focuses on fact-based and data-driven decision making in a volatile, uncertain, complex, and ambiguous (VUCA) world. Examines decision biases and tools to overcome decision making under VUCA.
	BUSMGT 713 Financial Reporting and Control 15 points	Focuses on essential accounting knowledge for effective resource allocation and for quantifying, assessing, and communicating information about the health of the enterprise.
	BUSMGT 714 Economics for Managers 15 points	Examines attributes and behaviours of consumers, firms, markets and institutions and their impacts on the macroeconomy. Focuses on the micro and macroeconomic aspects of market actors from a managerial perspective.

Specialisation	BUSMGT 743 - 15 points Competing in Asia	Examines the different national institutional environments in the Asia-Pacific region. Provides an understanding of the changes that are taking place in key economies in the region and the implications for competition.
	BUSMGT 751 - 15 points Marketing Management	Focuses on the core concepts and principles of marketing theory and practice using examples from New Zealand and overseas.
	BUSMGT 752 - 15 points Understanding Consumers	Focuses on the analysis of markets and buyers. It will involve the basic principles and application of market research. The course will also cover buyer behaviour concepts.
	BUSMGT 753 - 15 points Contemporary Marketing	Development and evaluation of contemporary marketing issues and strategies.

Advanced specialisation	BUSMGT 717 Strategic Management 15 points	Develops and applies core conceptual frameworks relevant to the development and analysis of corporate and competitive strategy. May include topics such as strategy development, diversification, and corporate portfolio management.
	BUSMGT 754 Marketing Communications 15 points	Focuses on key elements of integrated marketing communications, including advertising and interactive communications. The course will examine the use and impact of various forms of marketing communication.
	BUSMKT 706 Cases in Strategy 15 points	Focuses on the practical development, implementation and control of strategies needed to attain and sustain an organisation's competitive advantage.
	BUSMKT 710 Consultancy Practice 15 points	Develops the tools and frameworks required to engage in consultancy work. Engages students in problem framing, identifying and employing appropriate methodologies, and developing and presenting solutions to specific problems. Considers the dynamics of client-consultant relationships.
	Plus a choice of one of the following courses	
	BUSMKT 703 Marketing Research Project 30 points	Explores marketing within the business environment through research of a marketing issue and the production of a written analytical research report that addresses that marketing issue.
	BUSMKT 711 Consultancy Project for MMktg 30 points	A research-informed consultancy project based on a marketing internship with a company or other appropriate organisation with written and oral reports of the findings.

Professional development	BUSMGT 701 Professional Development Module 1 7.5 points	Provides opportunities for the development of applied communication skills and career planning strategies.
	BUSMGT 702 Professional Development Module 2 7.5 points	Focuses on the individual and develops key interpersonal strategies and skills for professionals to function effectively and cooperatively in a range of business environments.
	BUSMGT 703 Professional Development Module 3 7.5 points	Engages the emerging manager in developing advanced planning and implementation skills through the use of case studies.
	BUSMGT 704 Professional Development Module 4 7.5 points	The emphasis is on the development of advanced professional attributes which are essential to organisational leadership, including advanced communication and effective team engagement.

The information in this document is provided as a general guide only for students and is subject to alteration.