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 International Business graduates will be well equipped to enter internationally oriented organisations such as exporters, global consumer or industrial goods manufacturers, and trade development and promotion agencies.

Degree structure

The Master of International Business 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 International Business 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.

Likely roles include:

- Export analyst
- International marketing representative
- Business development manager
- International relations consultant

240 points; 18 months

The Master of International Business is an 18-month coursework masters degree programme designed for graduates who are looking for international career opportunities. You will gain the knowledge, practical skills and networks to engage in the rapidly changing global marketplace.

Core

1
- Managing People and Organisations
- Economics for Managers

2
- Financial Reporting and Control
- Business Analytics

Specialisation in International Business

3
- Marketing Management
- International Business Environment

Specialisation in International Business

4
- International Human Resource Management
- Global Operations Management

Advanced Specialisation in Int Business

5
- Strategic Management
- International Trade and Finance
- Competing in Asia

Advanced Specialisation in Int Business

6
- Consultancy Practice
- International Business Research Project
- Consultancy Project for Mintius

Professional Development

See overleaf for more detailed course descriptions
# Course descriptions

## Core

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUSMGT 711</td>
<td>Managing People and Organisations</td>
<td>15</td>
</tr>
<tr>
<td>BUSMGT 712</td>
<td>Business Analytics</td>
<td>15</td>
</tr>
<tr>
<td>BUSMGT 713</td>
<td>Financial Reporting and Control</td>
<td>15</td>
</tr>
<tr>
<td>BUSMGT 714</td>
<td>Economics for Managers</td>
<td>15</td>
</tr>
</tbody>
</table>

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.

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.

Focuses on essential accounting knowledge for effective resource allocation and for quantifying, assessing, and communicating information about the health of the enterprise.

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

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUSMGT 751</td>
<td>Marketing Management</td>
<td>15</td>
</tr>
<tr>
<td>BUSMGT 741</td>
<td>International Business Environment</td>
<td>15</td>
</tr>
<tr>
<td>BUSMGT 761</td>
<td>International Human Resource Management</td>
<td>15</td>
</tr>
<tr>
<td>BUSMGT 724</td>
<td>Global Operations Management</td>
<td>15</td>
</tr>
</tbody>
</table>

Focuses on the core concepts and principles of marketing theory and practice using examples from New Zealand and overseas.

Provides an understanding of macro-environmental issues that businesses operating internationally face. Develops students’ analytical thinking and decision making skills with the use of analytical tools and case studies.

Examines the management of international workforces in multinational corporations. Explores the impact of culture on managing people in cross-border contexts.

Advanced analysis of global operations management. Evaluates the design, management, and improvement of operations in goods and services organisations and critiques strategies to improve global supply chain performance.

## Advanced specialisation

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUSMGT 717</td>
<td>Strategic Management</td>
<td>15</td>
</tr>
<tr>
<td>BUSMGT 742</td>
<td>International Trade and Finance</td>
<td>15</td>
</tr>
<tr>
<td>BUSINT 743</td>
<td>Competing in Asia</td>
<td>15</td>
</tr>
<tr>
<td>BUSINT 710</td>
<td>Consultancy Practice</td>
<td>15</td>
</tr>
</tbody>
</table>

Applies core conceptual frameworks in the evaluation and formulation of corporate and business strategy. Includes topics such as innovation, diversification and strategic change.

Provides an understanding of the trade and financial environments within which organisations operate. Focuses on the challenges organisations face when making business decisions with regard to international trade and finance.

Develops highly specialised knowledge about the changing institutional and business environments in key economies in the Asia-Pacific region. Requires independent research and analysis to critically evaluate the implications of such changes for innovation, business strategy and understanding customers.

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.

## Professional development

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Points</th>
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</thead>
<tbody>
<tr>
<td>BUSMGT 701</td>
<td>Module 1</td>
<td>7.5</td>
</tr>
<tr>
<td>BUSMGT 702</td>
<td>Module 2</td>
<td>7.5</td>
</tr>
<tr>
<td>BUSMGT 703</td>
<td>Module 3</td>
<td>7.5</td>
</tr>
<tr>
<td>BUSMGT 704</td>
<td>Module 4</td>
<td>7.5</td>
</tr>
</tbody>
</table>

Establishes an understanding of self as an individual within a personal, cultural and ‘emerging professional’ context. Provides opportunities for the development of applied communication skills and personal career planning strategies to become an agile, reflective professional.

Develops key interpersonal strategies and skills to manage self and function effectively and cooperatively as a professional in a range of business environments. Builds on personal and professional goals focussing on the presentation of self to the market place.

Engages the emerging manager in developing skills and capabilities that will enhance the ability to work effectively and manage others including cross-border contexts. Focuses on the application of tools and models to develop an understanding of the complexity of organisational contexts and the challenges and issues which confront managers.

Focuses on the development of advanced professional attributes which are essential to leadership including influencing others and managing change. Creates understanding of an entrepreneurial mind-set and emphasises techniques for identifying and evaluating business opportunities. Develops skills and competencies including advanced communication through the critical analysis of applied scenarios.

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