



**Business  
Masters**

# Master of International Business

## 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.

## 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.

Core 1	Core 2	Specialisation in International Business 3	Specialisation in International Business 4	Advanced Specialisation in Int Business 5	Advanced Specialisation in Int Business 6
<ul style="list-style-type: none"> <li>• Managing People and Organisations</li> <li>• Economics for Managers</li> </ul>	<ul style="list-style-type: none"> <li>• Financial Reporting and Control</li> <li>• Business Analytics</li> </ul>	<ul style="list-style-type: none"> <li>• Marketing Management</li> <li>• International Business Environment</li> </ul>	<ul style="list-style-type: none"> <li>• International Human Resource Management</li> <li>• Global Operations Management</li> </ul>	<ul style="list-style-type: none"> <li>• Strategic Management</li> <li>• International Trade and Finance</li> <li>• Competing in Asia</li> </ul>	<ul style="list-style-type: none"> <li>• Consultancy Practice</li> <li><b>PLUS ONE OF...</b></li> <li>• International Business Research Project</li> <li>• Consultancy Project for MIntBus</li> </ul>

**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 751 Marketing Management 15 points	Focuses on the core concepts and principles of marketing theory and practice using examples from New Zealand and overseas.
	BUSMGT 741 International Business Environment 15 points	Provides an understanding of macro-environment issues that businesses operating internationally face. Develops students' analytical thinking and decision making skills with the use of analytical tools and case studies.
	BUSMGT 761 International Human Resource Management 15 points	Examines the management of international workforces in multinational corporations. Explores the impact of culture on managing people in cross-border contexts.
	BUSMGT 724 Global Operations Management 15 points	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	BUSMGT 717 Strategic Management 15 points	Applies core conceptual frameworks in the evaluation and formulation of corporate and business strategy. Includes topics such as innovation, diversification and strategic change.
	BUSMGT 742 International Trade and Finance 15 points	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.
	BUSINT 743 Competing in Asia 15 points	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.
	BUSINT 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.
	<b>Plus a choice of one of the following courses</b>	
	BUSINT 703 International Business Research Project 30 points	Students explore the international business environment by addressing a global business problem to produce a written analytical research report.
	BUSINT 711 Consultancy Project for MIntBus 30 points	A research-informed consultancy project based on an international business internship with a company or other appropriate organisation with written and oral reports of the findings.

Professional development	BUSMGT 701 - 7.5 points Module 1	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.
	BUSMGT 702 - 7.5 points Module 2	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.
	BUSMGT 703 - 7.5 points Module 3	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.
	BUSMGT 704 - 7.5 points Module 4	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.