Why study at the University of Auckland?

New Zealand’s leading University
The University of Auckland is New Zealand’s leading university ranked 81st in the QS World University Rankings 2021.

Internationally recognised
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.

Award-winning facilities
Business classes are held in the iconic Sir Owen G Glenn Building. It features the latest technology in its lecture theatres, case rooms, computer labs and study rooms. There is also a café and social spaces.

Work-ready graduates
The University of Auckland is ranked 1st in New Zealand and 59th in the world in the QS Graduate Employability Rankings 2020.

A safe, clean and vibrant city
Auckland is a safe, multicultural city of 1.6 million people, ranked third best in the Mercer 2019 Quality of Living Survey. New Zealand is the second most peaceful country in the world in the Global Peace Index (Institute for Economics and Peace 2020).

In the heart of Auckland city
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 parks, public spaces and nearby beaches.
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, our Business Masters programmes 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.

Andrew Eberhard
Director of Business Masters

Auckland, New Zealand

Average temperatures
December - March: 15°C - 24°C
June - August: 8°C - 15°C

Flight times
Singapore - 10 hours
Hong Kong - 11 hours
Why study a coursework masters degree?

A practical learning experience

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.

Professional development modules

Our professional development modules are designed to complement your academic learning and give you the skills employers are looking for.

Insights into the professional world

Many of our classes incorporate team-based learning, where you work in groups to replicate workplace dynamics using real-life case studies that offer practical insights into the professional world.

New Zealand business community

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

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

Masters programmes are taught in quarters. There are four ten-week quarters per year, with a two-week break between each quarter.
The Master of Management programme offers core topics in management, accounting, business analytics, economics, marketing and strategy. This is complemented by a choice of specialisations and an emphasis on professional development. You are able to structure your programme to suit your needs, and open up your opportunities to a variety of roles and sectors.

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

### Programme structure

**MASTER OF MANAGEMENT - COHORT 15**

<table>
<thead>
<tr>
<th>Core</th>
<th>Specialisation</th>
<th>Strategic Management and Capstone</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
<td>3</td>
</tr>
<tr>
<td>Managing People and Organisations</td>
<td>Financial Reporting and Control</td>
<td>Specialisation course 1</td>
</tr>
<tr>
<td>Economics for Managers</td>
<td>Principles of Business Analytics</td>
<td>Specialisation course 2</td>
</tr>
<tr>
<td></td>
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<td>CHOOSE 1 SPECIALISATION FROM BELOW</td>
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<tr>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>Specialisation course 1</td>
<td>Specialisation course 3</td>
<td>Strategic Management*</td>
</tr>
<tr>
<td>Specialisation course 2</td>
<td>Specialisation course 4</td>
<td>Strategy Capstone</td>
</tr>
<tr>
<td>CHOOSE 1 SPECIALISATION FROM BELOW</td>
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</tbody>
</table>

**Professional development courses**

Choose one of the five specialisations:

- **Accounting**
  - Financial Reporting and Accounting
  - Business Finance
  - Analysing Financial Statements
  - Management Accounting

- **Business**
  - Marketing Management
  - Business Finance
  - International Human Resource Management
  - Global Operations Management

- **International Business**
  - Marketing Management
  - International Business Environment
  - International Human Resource Management
  - Global Operations Management

- **Marketing**
  - Marketing Management
  - Advertising, Branding, and PR
  - Understanding Consumers
  - Marketing Communications

- **Human Resource Management**
  - Marketing Management
  - Human Resource Policy and Practice
  - International Human Resource Management
  - Global Operations Management

* Accounting Information Systems for Accounting Specialisation.
Career kick-start

“I got a lot of help and job references from my lecturers and tutors during my job search. I would consider the network I built during my studies most valuable.”

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

**Likely roles include:**
- Export analyst
- International marketing representative
- International relations consultant

**Programme structure**

**MASTER OF INTERNATIONAL BUSINESS - COHORT 15**

<table>
<thead>
<tr>
<th>Core</th>
<th>Core</th>
<th>Specialisation in International Business</th>
<th>Specialisation in International Business</th>
<th>Advanced Specialisation in Int Business</th>
<th>Advanced Specialisation in Int Business</th>
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<td></td>
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<td></td>
<td>- Competing in Asia</td>
<td>- Consultancy Project for MIntBus</td>
</tr>
</tbody>
</table>

**Professional development courses**
Master of Marketing

(MMktg)
240 points: 18 months

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

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

Programme structure

MASTER OF MARKETING - COHORT 15

<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>
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<td>6</td>
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<tr>
<td>• Managing People and Organisations</td>
<td>• Financial Reporting and Control</td>
<td>• Marketing Management</td>
<td>• Understanding Consumers</td>
<td>• Strategic Management</td>
<td>• Consultancy Practice</td>
</tr>
<tr>
<td>• Economics for Managers</td>
<td>• Principles of Business Analytics</td>
<td>• Advertising, Branding, and PR</td>
<td>• Marketing Communications</td>
<td>• Strategic Digital Marketing</td>
<td>PLUS ONE OF:</td>
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<td></td>
<td></td>
<td></td>
<td>• Competing in Asia</td>
<td>• Marketing Research Project</td>
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<td></td>
<td>• Consultancy Project for MMktg</td>
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</tbody>
</table>

Professional development courses

I now feel prepared

“My thinking was challenged and I feel confident and well prepared for my role as Communications Executive at Colgate-Palmolive.”

Rachael Poon
Master of Marketing
The Master of Human Resource Management provides the platform you need to pursue a career in HRM and related fields. Specialist courses in HR policy and practice, HR analytics and strategic HRM are complemented by courses in accounting, global operations management and marketing. Opportunities for the development of a strong portfolio of professional skills lead into a specialist HRM-focused industry linked consulting project.

**Programme structure**

**Core**
- Managing People and Organisations
- Economics for Managers

**Core**
- Financial Reporting and Control
- Principles of Business Analytics

**Specialisation in Human Resource Management**
- Marketing Management
- Human Resource Policy and Practice

**Specialisation in HRM**
- International Human Resource Management
- Global Operations Management

**Advanced Specialisation in Marketing**
- Strategic Management
- Human Resource Analytics
- Strategic Human Resource Management

**Advanced Specialisation in Marketing**
- Consultancy Practice
- HRM Research Project
- Consultancy Project for MHRM

**Likely roles include:**
- HR adviser
- HR consultant
- HR analyst
- HR coordinator

**Presentation and leadership**

“The programme helped me to develop myself as an individual. Besides gaining a lot of useful knowledge in areas of management and international business, I have dramatically improved my writing, presentation, teamwork and leadership skills. I believe that the opportunities that you could have after finishing this degree are countless.”

**Alexander Ivanov**
Master of Management (International Business)
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 courses, 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 for China, Chile, Myanmar and the USA.

Consultancy/Internship projects

The Master of International Business, Master of Marketing and Master of Human Resource Management 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 a 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.
Career ready

“Choosing the MintBus was really valuable for me, it was definitely a great decision that’s helped me in my career. One of the benefits I gained was the practical skills that I can apply here in my role at ANZ.”

Imogen Swain
Master of International Business
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 kick-start 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.

For information about current post-study visa policies refer to the New Zealand Immigration website: www.immigration.govt.nz
• Interpersonal skills
• Organisational culture
• Self as a professional
• Self management
• Team dynamics
• Collaboration
• Cross-cultural considerations
• Managing others
• Reflective practices
A supportive learning environment

English language and academic skills

We have a dedicated Business Communication and Academic Skills Team who work with students to develop their language and academic literacy skills. You can attend their regular seminars, request individual support, submit drafts of written assignments and practise presentations.

Students who have English as another language 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.

Our supportive team of programme and student advisers are the first point of contact for all programme-related matters, including Orientation and transition, enrolment and well-being. They provide comprehensive academic advice to guide programme planning and support academic progress.
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 that 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, Marketing and Human Resource Management if they have completed the relevant specialisation.

Advancing in the programme

To progress into one of the specialisations in the third quarter, students must achieve a B- average in the four core courses. To continue into the advanced specialisations, students need a B average in their 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 teachers

Dr Julia Fehrer
Senior Lecturer in Digital Marketing with research interests in digital transformation, actor engagement, innovation, business models and marketing strategy. Has 11 years’ professional experience, working in multiple countries in senior roles in marketing in the insurance industry. Holds a PhD in Marketing from the University of Bayreuth.

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

Professor Rudolf Sinkovics
Professor of International Business with research contributions to cross-border relationship management, information and communication technologies as well as methodological issues in international business. Research interests in ‘global challenges’ and responsible business, particularly in emerging markets.

Professor Sholeh Maani
Professor of Economics and 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 Elizabeth George
Professor of Management with research interests in non-standard work arrangement and diversity in the workplace. Elizabeth’s teaching is focused on teaching graduate students about human systems in organisations. Elizabeth is heavily involved in teaching managers about working in diverse teams, and change management via Executive Education.

Associate Professor Lina El-Jahel
Associate Professor of Finance with research interests in Corporate Credit Risks, Risk Management and Derivative Pricing. Lina has consulted for several investment and Central banks including Deutsche Bank London.

Associate Professor Julie Harrison
Associate Professor in Accounting. Research interests include performance measurement, revenue management and transfer pricing. Worked in practice as a tax consultant, specialising in international tax. Holds a PhD in Accounting from the University of Auckland Business School.
Meet some of our support staff

Nino Murjikneli – Programme Manager
Over 14 years’ experience in tertiary sector administration in New Zealand, ten years of which she spent at the University of Auckland. Gained her Diploma in Teaching at Unitec New Zealand, Postgraduate Diploma in Business Administration and an MBA at the University of Auckland Business School.

Maria Aquino – Student and Programme Adviser
Brings a wealth of knowledge from over 17 years of professional experience, having worked in presidential and consular offices internationally and in the education sector as part of the University of Auckland Business School. Holds a Bachelor of Science in Management from Ateneo de Manila University Loyola Schools.

Eleanor Adeane-Nancarrow – Student and Programme Adviser
Several years of experience at the University of Auckland with postgraduate student admissions, programme structures, regulations and compliance, orientation and pastoral care. Gained a Bachelor of Arts (double Major in English and Philosophy) from the University of Auckland.

Bebe Fu – Student and Programme Adviser
Worked for over eight years in New Zealand in student advising and programme administration. Gained a Master of Management from Massey University and a Bachelor of Arts from the Northeastern University, China.

Sarah Jones – Student and Programme Adviser
Ten years’ experience in student advisory roles at the University of Auckland, with a focus on pastoral care and support services. Gained a Bachelor of Arts (double Major in History and Art History) from the University of Auckland.

Christine Mullan – Career Development and Employment Liaison Manager
Fifteen years’ experience in Human Resources, in senior roles managing teams and change projects. Passionate about helping people with their career and supporting students’ transition to work. Gained a Bachelor of Arts in Education and Media Studies, and a Postgraduate Diploma in Human Resources from Massey University.
Entry requirements

**Academic:** A bachelor's 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. No work experience required.

**English language:** International students must achieve an academic IELTS score of 6.5 with no band less than 6.0, or an approved 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>NZ$28,817</td>
<td>NZ$62,910</td>
<td>April/September</td>
</tr>
<tr>
<td>Master of International Business</td>
<td>240 points: 18 months</td>
<td>NZ$38,547</td>
<td>NZ$84,520</td>
<td>April/September</td>
</tr>
<tr>
<td>Master of Professional Accounting</td>
<td>240 points: 18 months</td>
<td>NZ$38,547</td>
<td>NZ$84,520</td>
<td>April/September</td>
</tr>
<tr>
<td>Master of Marketing</td>
<td>240 points: 18 months</td>
<td>NZ$38,547</td>
<td>NZ$84,520</td>
<td>April/September</td>
</tr>
<tr>
<td>Master of Human Resource Management</td>
<td>240 points: 18 months</td>
<td>NZ$38,547</td>
<td>NZ$84,520</td>
<td>April/September</td>
</tr>
</tbody>
</table>

*These are indicative fees only (including student services fee) based on the April 2021 intake.

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 2021</td>
<td>1 February 2021</td>
<td>1 March 2021</td>
</tr>
<tr>
<td>September 2021</td>
<td>1 July 2021</td>
<td>1 August 2021</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 NZ$16,000 each for domestic students and up to NZ$32,000 each for international students.

Selection is based on academic merit and a written statement outlining career goals and motivation.

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

Need help?

**Phone:**
International: +64 9 923 1535
New Zealand: 0800 61 62 63

**Email:** businessmasters@auckland.ac.nz
[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.