Why study at the University of Auckland?

New Zealand’s leading University
The University of Auckland is New Zealand’s leading university, ranked 85th in the QS World University Rankings 2019. The Department of Accounting and Finance ranked 41st in the QS World University Rankings 2018.

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
The Graduate School of Management is located 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 a bank as well as a café and social spaces.

A safe, clean and vibrant city
Auckland is a safe, multicultural city of 1.5 million people, ranked third best in the Mercer 2018 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 2018).

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 beaches, inner-city parks and public spaces.
Our MBA graduates are educated today for the complex world of tomorrow

When you choose to study for your MBA at the University of Auckland, you are choosing to empower yourself to be a future leader, to be connected to a community of worldwide experts, to be connected to a global network for life and to be part of a thriving and innovative economy. You are choosing to make an investment to open new doors in both your mind and your career.

I invite you to take the challenge and reap the rewards of your choice.

Dr Rick Starr
Director, MBA and PGDipBus

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
Vancouver - 13 hours
Buenos Aires - 13 hours
New Delhi - 18 hours

Auckland International Airport has more than 100 international flights arriving every day.
A programme designed for people like you

Here at the University of Auckland, we offer an MBA programme that has been expertly designed for professionals like you. Our MBA attracts professionals from all industries and sectors from across New Zealand and around the world.

**Capability**

The programme builds your management capability to help drive the performance of organisations and shape economies. We will empower you to grow through collaborative courses and immersive learning from world-renowned academics.

**Connections**

Class sizes are small, ensuring you are connected to your peers and our faculty, allowing you to make business networks for life and interact with some of New Zealand’s most innovative and entrepreneurial business leaders.

**Confidence**

The MBA programme is a transitional stage in your professional development as a leader and decision maker. You’ll develop the confidence, skills, experience and international networks to take your career to the next level or launch your own business.

**Career**

You will open yourself up to a range of future career possibilities, as you develop the ability to thrive in complexity, apply critical thinking and practice advanced methods to leverage growth opportunities with New Zealand businesses.
An integrative, flexible programme

Twenty-five percent of the programme is delivered in class, using interactive and experience-based learning, workshop-style activities, discussion of cases, simulations and action learning projects. The remaining time is spent undertaking independent student-led learning and group work. This allows for flexibility and ease of integration into our students’ lives.

For this 12-month programme, classes are delivered in weekend block format on a Friday afternoon and evening and all day Saturday. MBA courses are taught over quarters (12 weeks per quarter: 10 weekend blocks, plus one assessment week and one break week.)

It is possible to complete the MBA over 18 months, if you wish to do this we will be happy to discuss this option with you (contact us at gsm@auckland.ac.nz, please include your full name, “MBA prospect” and your country of origin in the subject line).

Programme overview: themes and courses

You will complete 16 courses organised across three key themes, and undertake leadership coaching throughout the MBA programme to develop effective personal and organisational leadership skills.

**Achieving excellence in an existing business**
**Build core technical and behaviour competence**

<table>
<thead>
<tr>
<th>Core courses</th>
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<tbody>
<tr>
<td>- Navigating the Business Environment</td>
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<tr>
<td>- Financial Management and Control</td>
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<tr>
<td>- Building Capabilities for Performance</td>
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<tr>
<td>- Managing Capacity and Inventory</td>
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<tr>
<td>- Managing Talent in the 21st Century</td>
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**Driving change**
**Apply sound and interactive business approaches and practices to drive growth and maintain relevance**

<table>
<thead>
<tr>
<th>Core courses</th>
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<tbody>
<tr>
<td>- Designing, Managing and Improving Business Processes</td>
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<tr>
<td>- Financial Return, Risk and Valuation</td>
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<tr>
<td>- Globalising Mindsets</td>
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<tr>
<td>- Approaches to Growth</td>
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<tr>
<td>- Innovating New Products and Services</td>
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<tr>
<td>- Engaging Innovation Ecosystems</td>
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<tr>
<td>- Leading and Managing Change</td>
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**Thriving under complexity**
**Develop resilience, harness disruption and apply entrepreneurial practices domestically and internationally**

<table>
<thead>
<tr>
<th>Core courses</th>
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<tbody>
<tr>
<td>- Making Evidence-based Decisions Under Uncertainty</td>
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**Choose two courses**

- Market Making and Market Shaping
  - Creative Disruption

**Core courses**

- Organisational Resilience
  - Demographic Shifts

*Subject to availability.

Leadership coaching: Integrated journey across the programme
Our MBA students

Our programmes attract professionals from all industries, sectors and size of organisations. The learning environment is a dynamic one where students stretch and challenge each other’s thinking.

Average age: **37.5**

Average years’ work experience: **13**

Number of years in management role: **5.5**

Class size: **25-30**

Industry backgrounds

- 3.5% Consulting
- 21.5% Consumer products
- 4% Education
- 16.5% Financial services
- 16% Government
- 7% Manufacturing
- 2% Marketing
- 4% Media/entertainment
- 3.5% Energy
- 7.5% Pharmaceutical/Biotechnology/Health care
- 2% Real estate
- 9% Technology
- 3.5% Other

Data source: MBA 2017 cohort.

An MBA with global reach

“...I wanted to study at a top university with an international reputation for a quality MBA programme that would challenge and grow my skill set. I most enjoyed adding real value to actual businesses, which culminated in a visit to Shanghai and the ability to be hands-on in a foreign market.”

**Peter Lamont, MBA alumnus**
Manager CVM Enterprise, Vodafone New Zealand
Entrepreneurial practice

Our MBA programme offers a unique experience to put learning into action. Working alongside a New Zealand or international business in an advisory capacity, you will develop strategic recommendations for growth locally and/or internationally.

The project will help you to develop a hands-on, multi-disciplinary approach to recognising, assessing and marketing entrepreneurial opportunities for new products and services.

You will spend a week in an international market meeting distributors, interviewing clients and undertaking observational research. This may involve an international business trip and will provide you with a genuine insight into, and experience of, global business.

Leadership coaching

As part of your MBA journey you will engage in a range of experiences to develop your leadership potential.

Exploring the principles of effective leadership as an individual, of others and of organisations, we will equip you with the capacity to thrive in an uncertain and complex global business environment.
MBA gives career confidence

Priscila Bernardes says the MBA sends a really positive message to existing and future employers.

“It shows I’m committed to my career and I’m trying to get better at what I do – it’s a win-win for everyone.”

On graduating, Priscila was promoted to Head of Sales and Marketing at LANcom Technology.

“Ten years ago, I arrived in New Zealand from Brazil. I couldn’t speak the language, had no community, but had a heart full of dreams. Today I have my MBA, proving that hard work, determination and perseverance can make dreams come true.”

Priscila Bernardes, MBA alumna
Head of Sales and Marketing, LANcom Technology New Zealand
Meet some of our lecturers

Professor Suvi Nenonen
Director of the Graduate School of Management
PhD in Economic Sciences, Hanken School of Economics, Finland.
Suvi’s research focuses on market-shaping strategies, business model innovation, and customer orientation. Prior to entering academia full-time, she worked for more than ten years as a strategy consultant to major European companies.

Professor Darl Kolb
PhD in Organisational Behaviour, Cornell University, United States.
A pioneering theorist on social and technical connectivity, Darl is currently researching how connectivity affects performance and well-being.

Professor Ilan Oshri
PhD in Strategic Management and Technological Innovation, University of Warwick, United Kingdom.
Ilan’s research interests include outsourcing and offshoring of IT and services, strategic information systems, innovation, disruptive technologies and qualitative research. Ilan has acted as a consultant to organisations in Europe, the US and Asia, including Accenture, KPMG, Rimini Street and Cognizant.

Professor Kaj Storbacka
PhD in Marketing, Hanken School of Economics, Finland.
Kaj’s research focuses on market and business model innovation, market shaping strategies and solution business transformation. Kaj is a highly experienced strategy consultant to major global firms in finance, manufacturing, media, travel, retail, utility and telecommunications. He is a board member of the Strategic Account Management Association.

Adjunct Associate Professor Daniel Vidal
PhD in Management, University of Auckland, New Zealand.
A general management consultant to top international companies, Daniel advises businesses on systems, strategic planning processes, change management and industrial psychology. Daniel has worked in line management positions at Ford Motor Company, Air New Zealand, ExxonMobil and General Electric.

Dr Antje Fiedler
PhD in Management, University of Auckland, New Zealand.
Antje is a senior lecturer, whose research interests include business engagement with Asia, innovation and entrepreneurship and diversity of capitalism.
Meet some of our support staff

Laura Simpson – Associate Director MBA
Laura brings a wealth of business knowledge, with 15 years’ experience in both the UK and New Zealand, the last four years of which have been with the University of Auckland. Laura earned her Executive MBA at Lancaster University Management School, UK.

Alana Pellow – Business Development Manager
Alana has held a number of management and business development roles in education and professional membership bodies in the UK and New Zealand. Alana has been with the University of Auckland for the last four years and holds a Diploma of Teaching and Bachelor of Education.

Patrice Morresey – Student and Programme Adviser
Patrice has diverse professional experience in the UK and New Zealand across business analysis, recruitment, sales, project management and, more recently, postgraduate admissions and recruitment at the University of Auckland Business School. Patrice holds a Bachelor of Business Studies.

Nadia Lopez – Group Services Manager
Nadia has an extensive background in finance and administration, with over 20 years’ managerial experience in Spain and Australia. For the last two years, Nadia has led the administration team providing administrative support to MBA staff and students at the University of Auckland. Nadia holds an honours degree in Economics from the Autonomous University of Barcelona, Spain.

Hear first-hand from our teaching staff about the value of an MBA and why they enjoy teaching our MBA students: www.mba.auckland.ac.nz/our-staff
Entry requirements

**Academic:** A bachelors degree in business from a recognised University with at least a ‘B’ grade average or a relevant bachelors degree and evidence of prior study in accounting, economics and quantitative methods.

**Work experience:** A minimum of five years’ relevant management experience.

**GMAT:** Score of at least 550.

**English language:** An academic IELTS score of 7.5 with no band less than 7.0, or an approved equivalent (see [www.auckland.ac.nz/pg-english-reqs](http://www.auckland.ac.nz/pg-english-reqs)).

For full details of entry requirements, visit [www.mba.auckland.ac.nz](http://www.mba.auckland.ac.nz)

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Tuition fees

<table>
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<tr>
<th>PROGRAMME</th>
<th>POINTS/DURATION</th>
<th>INTERNATIONAL FEES*</th>
<th>INTAKES</th>
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<tbody>
<tr>
<td>MBA</td>
<td>180 points: 12 months</td>
<td>NZ$68,367</td>
<td>April/September</td>
</tr>
</tbody>
</table>

*Plus approximately NZ$5,000 for the international business trip. These are indicative fees (including the Student Services Fee) likely to be applicable for the September 2019 intake only. Please refer to our website.

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Important dates

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<tr>
<th>QUARTER</th>
<th>START DATE</th>
<th>APPLICATIONS CLOSE</th>
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<tbody>
<tr>
<td>Quarter Two 2020</td>
<td>15 April 2020</td>
<td>1 November 2019</td>
</tr>
<tr>
<td>Quarter Four 2020</td>
<td>28 September 2020</td>
<td>1 February 2020</td>
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</tbody>
</table>

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

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Visas and post-study work rights

For information about student visas and post-study visa policies refer to the New Zealand Immigration website [www.immigration.govt.nz](http://www.immigration.govt.nz)

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Need help?

**International:** +64 9 923 1535

**New Zealand:** 0800 61 62 63

**Email:** gsm@auckland.ac.nz

[www.mba.auckland.ac.nz](http://www.mba.auckland.ac.nz)

*For all email communication please add in the subject line: Full name | MBA prospect | Country of origin

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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.

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Brought to you by the Graduate School of Management