MBA study is a life-changing experience. It is not about simply acquiring a set of professional skills; it is an important transitional stage in your personal and professional development as a leader and decision maker. Making the investment in MBA study requires due diligence.

A globally recognised MBA is the premier qualification for ambitious and intellectually rigorous business leaders. Meeting the entry criteria is only your first hurdle. The MBA challenge is for driven individuals who are committed to making a positive leadership contribution and unlocking their potential. It is for individuals looking for an intellectual challenge, who will be energised by the opportunity to embark on an exciting and demanding journey of development through learning and practice.

**Eligibility**

The MBA is open to New Zealand citizens or permanent residents with at least three years of practical work experience at senior management level and who have a bachelors degree or equivalent professional level qualification. It is also open to applicants who have completed the PGDipBus and achieved a B average or higher.

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**Am I ready for a Master of Business Administration (MBA)?**

MBA at a glance

**Average age:** 41 years  
**Average years of employment:** 18 years  
**Experience level:** Working as senior managers, directors, business owners, consultants or technical experts  
**Industry backgrounds:** All sectors and sizes of organisations in finance, construction, healthcare, technology and the arts, as well as defence force personnel and entrepreneurs  
**Programme length:** Two years (16 courses)  
**Programme structure:** Four quarters a year, two courses per quarter, 12 weeks per course  
**Contact time per quarter:** 12 hours per fortnight for ten weeks, plus one assessment week and one break week (approx 25% classroom based)  
**Class times:** Alternate Fridays (1–7pm) and Saturdays (9am–3pm)  
**Intake dates:** Apply by 1 November to start in January 2018  
**Cost:** $44,794.80*  

* Indicative cost for 2018. Please refer to our website www.mba.auckland.ac.nz

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**A career confidence builder**

“It was the deep learning, unique experience and confidence it gave me that really shifted my career. I would highly recommend an MBA from the University of Auckland.”

Sarah Stuart (MBA),  
Communications and External Relations Manager,  
KiwiRail

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**A powerful experience**

“Being with talented individuals who are driven to learn and willing to share their own experiences is very powerful. It adds value to the learning and broadens perspectives.”

Jeffery Oakes (MBA),  
Operations Manager,  
Ministry of Business, Innovation and Employment

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Contact us  
Telephone: 0800 227 337  
www.mba.auckland.ac.nz  
Email: gsm@auckland.ac.nz  
(Please type your name and preferred programme in the subject line.)
Am I ready for a Postgraduate Diploma in Business (PGDipBus)?

If you are at a transitional point in your career development and seeking new perspectives, skills and networks then a PGDipBus could be what you need.

The PGDipBus delivers a challenging and powerful learning experience. The programme encourages and motivates middle managers to explore beyond their current skillset and stand out from their peers. It provides a foundation to help them realise their professional potential.

The diploma may provide a route to the final year of the MBA programme.

Eligibility

The PGDipBus is open to New Zealand citizens or permanent residents with between five and ten years work experience, including at least two years at middle management level, or an undergraduate degree or equivalent professional level qualification and at least two years’ practical experience in a middle management role.

Theory and practice have immediate impact

"The knowledge that I’ve gained has become part of who I am. I can clearly express myself and articulate the frameworks and concepts that I want to describe."

Vanessa MacRae (PGDipBus),
Marketing Manager, Canterbury Employers’ Chamber of Commerce

"A commercially savvy accountant"

"Generally financial accountants look at a core set of numbers. For me, it was about learning how to communicate the information behind the numbers when interacting with business managers and stakeholders."

Delpreet Singh (PGDipBus),
Group Accountant, Actionstep

PGDipBus at a glance

- **Average age:** 34 years
- **Average years of employment:** 11 years
- **Experience level:** Mid-level managers or business owner operators
- **Industry backgrounds:** All sectors and sizes of organisations in finance, construction, healthcare, technology and the arts, as well as defence force personnel and entrepreneurs
- **Programme length:** Two years (eight courses) part-time
- **Programme structure:** Four quarters a year, one course per quarter, 12 weeks per course
- **Contact time per course:** Three hours per week for ten weeks, plus one assessment week and one break week (approx 25% classroom based)
- **Class times:** One weekday from 5.30-8.30pm
- **Intake dates:** Apply by 1 November to start in January 2018; apply by 1 May to start in June 2018
- **Cost:** $17,542.80*

*Indicative cost for 2018. Please refer to our website www.pgdipbus.auckland.ac.nz
Our MBA and PGDipBus graduates are confident decision makers in a complex and changing world

When you choose to study for your MBA or PGDipBus at the University of Auckland Business School, you are committing to making a leadership contribution in your business and beyond; you are becoming part of a large, globally networked community of people who believe in a thriving New Zealand economy; and you are making an investment to open new doors in your mind and in your career. I invite you to take this challenge and to reap the rewards.

PROFESSOR JAYNE GODFREY, Dean, the University of Auckland Business School

Meet some of our staff

Adjunct Associate Professor Daniel Vidal
A general management consultant to top international companies, Daniel advises businesses on systems, strategic planning processes, change management and industrial psychology.

Lecturer Yen Shih
Yen has worked with large corporations and SMEs. His research focuses on governance, management accounting and control systems for New Zealand businesses in their engagement with China.

Professor Elizabeth George
Elizabeth has an active research interest in nonstandard work arrangements and diversity in the workplace. She has a PhD in Organization Science from the University of Texas at Austin.

Professor Kaj Storbacka
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.

Lecturer Dr Antje Fiedler
Antje is a researcher in international business, engagement with Asia, innovation and entrepreneurship and diversity of capitalism. She has a PhD in Management from the University of Auckland.

Study pathways

MBA (240 point)

<table>
<thead>
<tr>
<th>Year 1 – MBA</th>
<th>120 points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 Managing Organisations and People</td>
<td>Q2 Financial Reporting and Control</td>
</tr>
<tr>
<td>Q3 Financial Management</td>
<td>Q4 Marketing for Growth</td>
</tr>
<tr>
<td>Modelling and Analysing for Management</td>
<td>Operations and Supply Chain Management</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year 2 – MBA</th>
<th>120 points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 Managing Business Growth</td>
<td>Q2 Contemporary Topics in Management</td>
</tr>
<tr>
<td>Managers and the Law</td>
<td>Q3 Leadership and Ethics</td>
</tr>
<tr>
<td>MBA Research Project</td>
<td>Q4 Organisational Studies</td>
</tr>
</tbody>
</table>

PGDipBus (120 point)

<table>
<thead>
<tr>
<th>Year 1 – PGDipBus</th>
<th>60 points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 Management</td>
<td>Q2 Quantitative Analysis</td>
</tr>
<tr>
<td>Q3 Accounting</td>
<td>Q4 Marketing</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year 2 – PGDipBus</th>
<th>60 points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 Supply Chain Management</td>
<td>Q2 Economics</td>
</tr>
<tr>
<td>Q3 Finance</td>
<td>Q4 Strategy</td>
</tr>
</tbody>
</table>

Graduates who achieve a B average or above in the the PGDipBus may then apply to complete the final year of the MBA. For this year they would study two courses per quarter.

<table>
<thead>
<tr>
<th>Year 3 – MBA Final Year</th>
<th>120 points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 Managing Business Growth</td>
<td>Q2 Contemporary Topics in Management</td>
</tr>
<tr>
<td>Managers and the Law</td>
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<td>MBA Research Project</td>
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</tr>
</tbody>
</table>

MBA (240 point)

PGDipBus (120 point)
Our programmes won’t just move you up the ladder

We can help you relish new challenges you never thought possible – and set you up for life-long learning and development. Our MBA and Postgraduate Diploma in Business have been developed to build the management capability of individuals and teams who help drive the performance of organisations shaping New Zealand’s economy.

We will support you to make business networks for life, interact with some of the country’s most innovative business leaders and develop the skills to thrive in a fast-paced and ever-changing business environment. Our executive-level degrees are designed for working professionals committed to enhancing their long-term career prospects, including those ready for a leadership role.

Deciding to study for an MBA or PGDipBus requires careful consideration. Is it the right time, the right programme and the right school for you at this stage of your career? Can you make the necessary commitment? Do you have the support of your partner, your family and your employer?

Join us at a Connect! information evening on the first Tuesday of every month. Here you can meet our staff and fellow candidates. You are welcome to bring your partner, friends, manager or colleagues too. Please register via our website www.mba.auckland.ac.nz

ASSOCIATE PROFESSOR SUVI NENONEN,
Director of the Graduate School of Management

Meet some of our alumni and their employers

MBA helps to prepare for promotion

The MBA programme was the challenge Monica Brbich needed to take her career to the next level.

“I saw the MBA as an opportunity to get a broad range of experience to then take that next step.”

A few months after completing the MBA, Monica was promoted to Group Treasury Manager at Fisher & Paykel Healthcare, an exciting new challenge that she felt better prepared for.

“The role has more of an economics and finance focus which I love, and I think I discovered that through doing the MBA. It also made me look at things at a high level, in terms of the strategic positioning of various aspects of the company and ensuring that they are aligned.”

Andy Graves, Head of Capability at Fisher & Paykel Healthcare, says the MBA provides relevant knowledge for staff at mid to senior management level. “We’re all about self-directed learning at Fisher & Paykel Healthcare, so it’s about giving people the opportunity to really develop and grow for themselves.”

PGDipBus provides a pathway to change

A Postgraduate Diploma in Business gave Priscila Bernardes the confidence to step out of her comfort zone and seek out her dream role.

Priscilla, Customer Experience Manager at Lancom, says the qualification 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.”

Priscila’s manager, Waruna Kirimetyawa, says Priscila approached him with very sound ideas.

“It’s very important staff are constantly learning and trying to apply their learning to the business environment. You can’t be stagnant in a technology market. Things you learnt five years ago are basically outdated now.”

How we rank

The University of Auckland Business School is one of the top 1% of business schools worldwide that have been awarded the coveted “triple crown” by the foremost global accrediting agencies. This means that our MBA degree has international recognition.

One of the key factors in our continued triple accreditation is the quality of our teaching faculty as judged by their peers and our alumni. Many of our teachers have international experience and bring insights from working in or with businesses in New Zealand and abroad.

QS World Rankings

The University of Auckland is ranked New Zealand’s leading university in the 2018 QS World University Rankings. The University is placed 82nd in the world. No other New Zealand university is ranked in the top 100.

For course outlines visit: www.mba.auckland.ac.nz
Ready to apply?

We receive applications throughout the year and advise you to apply as early as possible to allow for processing time (which can take between 4 – 6 weeks) and, if successful, enough time to complete the necessary requirements and submission of paperwork.

Key dates

<table>
<thead>
<tr>
<th>MBA</th>
<th>Quarter</th>
<th>Start</th>
<th>End</th>
<th>Exam week</th>
<th>Applications close</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1</td>
<td>08/01/18</td>
<td>16/03/18</td>
<td>24/03/18</td>
<td>Intake dates: Apply by 1 November to start in January.</td>
</tr>
<tr>
<td></td>
<td>2</td>
<td>09/04/18</td>
<td>15/06/18</td>
<td>23/06/18</td>
<td>Applications submitted after 1 November will be considered if places are available.</td>
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<tr>
<td></td>
<td>3</td>
<td>02/07/18</td>
<td>07/09/18</td>
<td>15/09/18</td>
<td></td>
</tr>
<tr>
<td></td>
<td>4</td>
<td>24/09/18</td>
<td>30/11/18</td>
<td>08/12/18</td>
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</tbody>
</table>

Class times: Weekend cohort – alternate Fridays 1–7pm and Saturdays 9am-3pm.

Weeknight cohort – two weeknights 5.30–8.30pm.

<table>
<thead>
<tr>
<th>PGDipBus – January intake</th>
<th>Quarter</th>
<th>Start</th>
<th>End</th>
<th>Exam week</th>
<th>Applications close</th>
</tr>
</thead>
<tbody>
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<td>30/11/18</td>
<td>08/12/18</td>
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Class times: One weeknight 5.30–8.30pm.

<table>
<thead>
<tr>
<th>PGDipBus – June intake</th>
<th>Quarter</th>
<th>Start</th>
<th>End</th>
<th>Exam week</th>
<th>Applications close</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>3</td>
<td>02/05/18</td>
<td>07/09/18</td>
<td>15/09/18</td>
<td>1 May for June intake.</td>
</tr>
<tr>
<td></td>
<td>4</td>
<td>24/09/18</td>
<td>30/11/18</td>
<td>08/12/18</td>
<td></td>
</tr>
</tbody>
</table>

Class times: One weeknight 5.30–8.30pm.

Completing your application

**Step 1**
Check your eligibility on our website [www.gsm.auckland.ac.nz](http://www.gsm.auckland.ac.nz).

**Step 2**
New University of Auckland student:
Go to [www.apply.auckland.ac.nz](http://www.apply.auckland.ac.nz) and complete the Application for Admission (AfA). The University will send you an acknowledgement email with your student ID and ask you to present original copies of proof of identification and academic transcripts you may have.

Current or former University of Auckland student:
You can use your original student ID number but you will need to submit any additional transcripts of results you may have gained since leaving the university.

**Step 3**
Sign back into your application and upload supporting documentation:
- A detailed CV
- A personal statement. Please write about 500 words explaining your decision to study at postgraduate level.

**Step 4**
Nominate two referees who can comment on your suitability for the programme.
- One reference must be from your current employer.
- The other can be from a business professional or an academic.

Tip: Ask your referees as early as possible to email their comments to gsm@auckland.ac.nz (Please use editable PDF recommendation form.)

**Step 5**
Submit the following original documents to the Student Information Centre, Room 112, Level 1 (Ground Floor), The ClockTower, 22 Princes Street, City Campus.
- ID Photo
- Proof of citizenship or permanent residency
- An official academic transcript

**Step 6**
Application review
Once we have received your application and evaluated all the supporting documents, a decision will be made regarding whether to shortlist you. If we shortlist you, you may be required to complete additional assessment tests. If you are applying for the MBA programme you may also be required to attend an interview.

**Step 7**
You will be notified of our decision. If you receive an offer you need to sign into the AfA to accept it. [www.apply.auckland.ac.nz](http://www.apply.auckland.ac.nz)

**Step 8**
Once you have accepted your offer, the final step is to enrol in your courses. [www.auckland.ac.nz/enrolment](http://www.auckland.ac.nz/enrolment)

**Step 9**
Your Orientation details will be sent to you. Welcome to the programme!