



**AUCKLAND  
INSTITUTE  
OF STUDIES**  
NEW ZEALAND

In New Zealand, **MBA** holders  
earn almost twice as much as the  
median income\*.



**MBA**  
**INVEST IN YOURSELF.**

\*Source: [www.financialtimes.com](http://www.financialtimes.com)

**2022**

# Business Administration Programmes



## Master Of Business Administration (MBA)

*Domestic Fees (NZD) \$23,640*  
*International Fees (NZD) \$36,750*  
*Level 9 · 180 Credits · 18 Months*



The Master of Business Administration (MBA) degree is the most internationally-recognised business qualification in the world today. It covers a range of business disciplines which form the basis of executive decision-making.

Programme participants will increase and broaden their skills base and enhance their ability to think laterally, research, problem-solve, be proactive, apply new ideas, think strategically and increase managerial competence. Skills are acquired today that can be applied tomorrow.

The MBA programme comprises five stages:

### STAGE 1 - FOUR COMPULSORY COURSES

ACCT801 Accounting for Managers  
 BUAD801 Decision Support Tools and Techniques  
 MGMT801 Management in a Multicultural Environment  
 MKTG801 Marketing and Enterprise

**40**  
**nationalities in the AIS student body**

### STAGE 2 - SPECIALISATION

Choose one of four available specialisations:

Finance	OR	International Business	OR	Marketing	OR	Operations and Logistics
<b>FINANCE</b> *FINA802 Financial Intelligence *FINA903 Financial Risk Management (*subject to demand)		<b>INTERNATIONAL BUSINESS</b> ECON802 Economics and Global Trade MGMT902 Enterprise and Information Systems		<b>MARKETING</b> MKTG802 Strategic Marketing – Brands, Products and Services MKTG903 Global Marketing – Future Dynamics		<b>OPERATIONS AND LOGISTICS</b> OPER802 Operations, Quality and Technology OPER903 Supply Chain and Project Management

### STAGE 3 - ONE TO FOUR ELECTIVE COURSES

Choose four if doing Research pathway, three if doing Internship, and one if doing Dissertation. Students doing the Research or Dissertation pathway must take BUAD915 Exploring Business Research.

BUAD915 Exploring Business Research  
 ECON802 Economics and Global Trade  
 FINA802 Financial Intelligence  
 FINA903 Financial Risk Management  
 MGMT902 Enterprise and Information Systems  
 MKTG802 Strategic Marketing – Brands, Products and Services  
 MKTG903 Global Marketing – Future Dynamics  
 OPER802 Operations, Quality and Technology  
 OPER903 Supply Chain and Project Management



### STAGE 4 - ONE COMPULSORY COURSE

MGMT904 Global Strategy and Leadership

**95%**  
**Student Satisfaction**

### STAGE 5 - COMPLETION PATHWAY

Research Pathway	OR	Internship Pathway	OR	Dissertation Pathway
BUAD916 Applied Business Research		BUAD920 Internship consisting of 300 hours minimum including 240 hours placement, onshore only.		BUAD917 Dissertation





## Postgraduate Diploma in Business Administration

**Domestic Fees (NZD) \$15,760**  
**International Fees (NZD) \$24,500**  
**Level 8 · 120 Credits · 12 Months**

The Postgraduate Diploma in Business Administration comprises eight courses. It is ideally suited for busy managers seeking to increase their career skills in a shorter time frame. The ability to plan to complete an MBA degree with six months further study makes this programme an attractive option.

Each student's programme is planned in conjunction with the Director, Business Administration to satisfy academic regulations and reflect the candidate's background, interests and career aspirations.

### FOUR COMPULSORY COURSES

ACCT801 Accounting for Managers  
BUAD801 Decision Support Tools and Techniques  
MGMT801 Management in a Multicultural Environment  
MKTG801 Marketing and Enterprise

### FOUR ELECTIVE COURSES

ECON802 Economics and Global Trade  
FINA802 Financial Intelligence  
FINA903 Financial Risk Management  
MGMT902 Enterprise and Information Systems  
MGMT904 Global Strategy and Leadership  
MKTG802 Strategic Marketing – Brands, Products and Services  
MKTG903 Global Marketing – Future Dynamics  
OPER802 Operations, Quality and Technology  
OPER903 Supply Chain and Project Management  
BUAD915 Exploring Business Research

### INTERNSHIP OPTION

An internship option of 8 to 12 weeks (240 hours placement) is also available onshore. This course, BUAD920 is weighted as two taught courses, or 30 credits.

This is also an entry pathway for candidates that don't meet the two years of relevant work experience entry requirement. Candidates taking this option must have a degree or postgraduate qualification in cognate business disciplines.



## Postgraduate Certificate in Business Administration

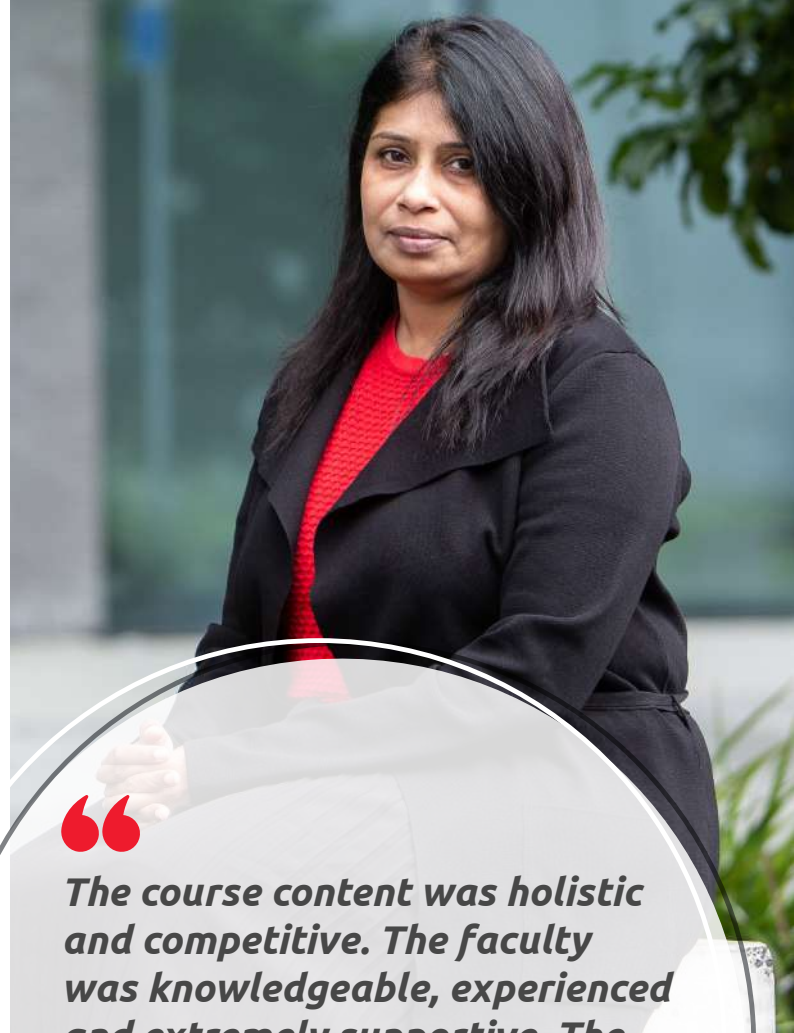
**Domestic Fees (NZD) \$7,880**  
**International Fees (NZD) \$12,250**  
**Level 8 · 60 Credits · 6 Months**

The Postgraduate Certificate in Business Administration (PGCBA) comprises 4 courses that feature in both our PGDBA and our MBA degree and is ideally suited to those who wish to continue their studies towards these higher qualifications in New Zealand.

Study in your home country (offshore students) or on campus (onshore students) for six months. This flexible study option gives you access to AIS library resources and IT support, and all assessments are individual assignments rather than tests or exams. You can also apply for cross-credits when pursuing other qualifications offered internationally.

### FOUR COMPULSORY COURSES

ACCT801 Accounting for Managers  
BUAD801 Decision Support Tools and Techniques  
MGMT801 Management in a Multicultural Environment  
MKTG801 Marketing and Enterprise



***The course content was holistic and competitive. The faculty was knowledgeable, experienced and extremely supportive. The course structure had a practical edge in terms of presentations, group discussions and research-based assignments.***

**Aparna Menon,  
MBA (Finance) Graduate**

**Aparna Menon  
Master of Business Administration (Finance)**

*Aparna Menon understands that knowledge is power and says AIS' holistic curriculum and practical-based learning helped boost her confidence and ultimately secure a job at KiwiRail as a Revenue Analyst.*

*"I wanted to study MBA finance in Auckland at a reasonable price and AIS ticked all these boxes. The comprehensive course curriculum covered all business and finance subjects which are relevant to today's markets.*

*"The course content was holistic and competitive. The faculty was knowledgeable, experienced and extremely supportive. The course structure had a practical edge in terms of presentations, group discussions and research-based assignments. Overall, it was a great learning experience."*

**Download the latest information on our Business Administration programmes and an enrolment pack at: [www.AIS.ac.nz](http://www.AIS.ac.nz)**



**NZQA Category 1 Rated Degrees & Diplomas**

Category 1 is the highest accreditation the New Zealand government can give to an education provider which means you can be assured of the quality of programmes at AIS.

Established in 1990, AIS is one of New Zealand's largest independent degree-granting institutions offering a wide range of qualifications.

We are located in central Auckland and operate from the St Helens Campus in Mt Albert. Our flexible trimester system allows students to fast-track their studies and get a head start on their careers. We provide assistance to students on all employment issues during and after their studies – this includes arranging interviews and internships with potential employers.

We ensure that a friendly nurturing environment balances and supports our rigorous and demanding academic programmes. Students at AIS experience expert personalised education – our knowledgeable and approachable teaching faculty value personal contact with students.

We give our students everything needed to succeed and ensure that studying at AIS is a uniquely rewarding experience.

## What AIS offers:

- Great value
- Individual focus
- Employment assistance
- Internships
- Fast-track programmes
- Flexible entry dates
- Scholarships and excellence awards
- Cross-credits
- On-site accommodation
- Easy access to transport
- Ample on-site parking

## Quality Education

## Supportive Environment

## Individual Focus

## Real World Success

28A Linwood Avenue, Mt Albert, Auckland 1025, New Zealand

Telephone: (64 9) 815 1717

Freephone (NZ Only): 0800 Study AIS (0800 788 392)

Fax: (64 9) 815 1802

Email: [enquiry@ais.ac.nz](mailto:enquiry@ais.ac.nz)

## Our Programmes

### Postgraduate

- Master of Business Administration
- Master of Information Technology
- Postgraduate Diploma in Business Administration
- Postgraduate Diploma in Information Technology
- Postgraduate Certificate in Business Administration

### Graduate

- Graduate Diploma in Business
- Graduate Diploma in Hospitality Management
- Graduate Diploma in Information Technology
- Graduate Diploma in Tourism Management

### Undergraduate

- Bachelor of Business
- Bachelor of Hospitality Management
- Bachelor of Information Technology
- Bachelor of Tourism Management
- New Zealand Diploma in Hospitality Management (L5 & 6)
- New Zealand Diploma in Tourism and Travel (L5 & 6)
- New Zealand Diploma in Information Technology Technical Support (L5)

### Certificates

- New Zealand Certificate in Information Technology (L5)
- New Zealand Certificate in Food and Beverage Service (Café Services) (L3)
- Certificate of Proficiency
- Licence Controller Training (LCQ)
- Barista Skills
- Food Safety

### English Language

- New Zealand Certificate in English Language (L4 & 5)
- General English - Elementary to Advanced
- IELTS Preparation
- English for Academic Purposes (EAP)

Qualification	NZQA Level	Duration	2022 Intakes	Entry Requirements	Documents required	Work Options	Outcomes	Pathways	Immigration Benefits**	Fees (NZD)
Postgraduate Certificate in Business Administration	Level 8	6 Months	29 Jan 21 May 10 Sep	<ul style="list-style-type: none"> <li>• IELTS 6.5 academic (with no band less than 6.0) / TOEFL iBT 79 (with a writing score of 21) / PTOE academic score of 58 with no band lower than 50 / NZCEL L5</li> <li>• an undergraduate degree, or an approved professional qualification, and</li> <li>• at least two years relevant work experience</li> </ul>	Application form + postgrad entry form + passport copy + graduation transcripts + employer letters + English test results + one referee form	20hrs per week on student visa + full-time during trimester breaks + 3 years post-study work visa	Work opportunities in entry-level management positions	PCDBA / MBA	50 points + 10 bonus points (Postgraduate)	International: \$12,250 Domestic: \$7,880
Postgraduate Diploma in Business Administration	Level 8	12 months	29 Jan 21 May 10 Sep	<ul style="list-style-type: none"> <li>• IELTS 6.5 academic (with no band less than 6.0) / TOEFL iBT 79 (with a writing score of 21) / PTOE academic score of 58 with no band lower than 50 / NZCEL L5; and</li> <li>• an undergraduate degree, or equivalent professional qualification as approved by the Academic Board of AIS; and</li> <li>• at least two years relevant work experience as approved by the Academic Board of AIS or</li> <li>• hold an undergraduate degree in cognate business disciplines and include the course BUAD920 Internship.</li> </ul>	Application form + postgrad entry form + passport copy + graduation transcripts + employer letters + English test results + one referee form	20hrs per week on student visa + full-time during trimester breaks + 3 years post-study work visa	Work opportunities in entry-level management positions	MBA	70 points + 10 bonus points (Postgraduate) + spouse open work visa + subsidised school education for children of spouse Visa holder (not Student Visa holder)	International: \$36,750 Domestic: \$23,640
Master of Business Administration (MBA)	Level 9	18 months	29 Jan 21 May 10 Sep	<ul style="list-style-type: none"> <li>• IELTS 6.5 academic (with no band less than 6.0) / TOEFL iBT 79 (with a writing score of 21) / PTOE academic score of 58 with no band lower than 50 / NZCEL L5; and</li> <li>• an undergraduate degree, or equivalent professional qualification as approved by the Academic Board of AIS; and</li> <li>• at least two years relevant work experience as approved by the Academic Board of AIS or</li> <li>• hold an undergraduate degree in cognate business disciplines and include the course BUAD920 Internship.</li> </ul>	Application form + postgrad entry form + passport copy + graduation transcripts + employer letters + English test results + one referee form	20hrs per week on student visa + full-time during trimester breaks + 3 years post-study work visa	Work opportunities in entry-level management positions	MBA	70 points + 10 bonus points (Postgraduate) + spouse open work visa + subsidised school education for children of spouse Visa holder (not Student Visa holder)	International: \$36,750 Domestic: \$23,640

\*\*Subject to Immigration New Zealand policy.

1. SPECIAL ADMISSION - Students who do not meet the entry criteria may apply for Special Admission and provide additional information on education, employment and life experience in support of their application.

This publication is subject to change without notice. For the latest version please see our website: [www.ais.ac.nz](http://www.ais.ac.nz)