

BUSINESS & ECONOMICS

UNDERGRADUATE PROGRAMME GUIDE

2020

AUT

#1 IN NEW ZEALAND
FOR
**GLOBAL
RESEARCH
IMPACT**



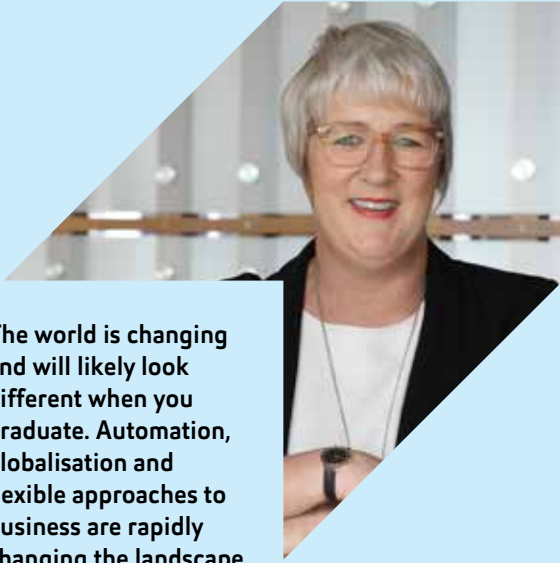
EMPLOYABILITY
QS STARS 2017-2019

TOP
 **1.2%**
UNIVERSITIES
WORLDWIDE

Accounting & Finance **TOP 150**
Business & Management Studies **TOP 200**
Economics & Econometrics **TOP 350**



Welcome to Business & Economics



The world is changing and will likely look different when you graduate. Automation, globalisation and flexible approaches to business are rapidly changing the landscape of work.

To prepare you for these shifts, we're constantly working with employers to offer programmes that meet the needs of the future workplace.

Study with us and you'll develop the knowledge, skills and values to navigate your career journey. We provide a learning environment informed by current and emerging practice and research that matters.

Our flagship programme, the Bachelor of Business, brings theory alive with a range of hands-on learning activities, including an extensive work placement experience. Woven through your study you'll find a strong focus on consideration of the ethical and social responsibilities of business.

Our business and economics graduates are ready to challenge routine thinking, to put forward innovative solutions for the changing world, and to make positive social change. Employers know this. That's why our graduates are shaping successful careers all around the world.

We are located in Auckland, New Zealand's largest city, with one of the world's most culturally diverse populations. We offer business and economics programmes at our City Campus and at the South Campus in Manukau, South Auckland.

If you want a university with future-focused teaching, an engaging learning environment that embraces diverse people and ideas, and programmes designed for rewarding careers – then come join us.

Professor Kate Kearins

BEd Waik., MA Massey, MMS, PhD Waik.,
DipTchg, DipMngt
Dean, Faculty of Business, Economics and Law

Welcome to AUT

E ngā mana, e ngā reo
E te iti, e te rahi
E ngā mātāwaka o ngā tōpito o te ao
Ngā mahuetanga iho e kawē nei i ngā
moemoeā o rātou mā
Tēnā koutou katoa

Piki mai rā, kake mai rā,
Nau mai, haere mai ki tēnei o ngā wānanga
Whakatau mai i raro i te korowai āhuru
o Te Wānanga
Aronui o Tāmaki Makau Rau

To the prestigious, the many voices
The few, the great
To those of all races and creeds
We who remain to fulfil the dreams and
aspirations of the ancestors
Greetings one and all

Climb, ascend
Embark on the journey of knowledge
Let us at AUT embrace and empower you
To strive for and achieve excellence

Te whakatupu i te kōunga, i te mana taurite me ngā
tikanga matatika, i ngā pūkenga ako,
i ngā pūkenga whakaako me te āta rangahau hei hāpai
i ngā hāpori whānui o te motu, otirā, o te ao.

To foster excellence, equity and ethics in learning,
teaching, research and scholarship, and in so doing
serve our regional, national and international
communities.

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Key: F/T = full-time, P/T = part-time

Cover:

#1 global research impact: Ranked #1 in New Zealand for the number of times our research is cited globally (Times Higher Education World University Rankings 2019).

5 out of 5: QS Stars University Ranking.

Top 1.2%: Ranked in the world's top 301-350 universities (Times Higher Education World University Rankings 2019). Ranked in the world's top 150 for Accounting & Finance, top 200 for Business & Management Studies, and top 350 for Economics & Econometrics in the QS World University Subject Rankings 2018.

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 change. All students enrolling at AUT should consult its official document, the AUT Calendar, which is available online at www.aut.ac.nz/calendar, to ensure that they are aware of, and comply with, all regulations, requirements and policies.

International students should visit www.aut.ac.nz/international for entry requirements and detailed application information.

The information contained in this programme guide was correct at the time of print, December 2018.

AUT's faculties and schools

AUT has five faculties and 17 schools. The light blue boxes in the diagram below show where the programmes in this programme guide sit within AUT.

FACULTY OF BUSINESS, ECONOMICS AND LAW

TE ARA PAKIHI, TE ŌHANGA ME TE TURE

Business School

Te Kura Kaipakihi

Law School

Te Kura Ture

School of Economics

Matauranga Ōhanga

FACULTY OF CULTURE AND SOCIETY

TE ARA KETE ARONUI

School of Education

Te Kura Mātauranga

School of Hospitality and Tourism

Te Kura Taurimatanga me te Mahi Tāpoi

School of Language and Culture

Te Kura Reo me te Ahurea

School of Social Sciences and Public Policy

Te Kura Pūtaiao ā-iwi me ngā Kaupapa Tūmatanui

FACULTY OF DESIGN AND CREATIVE TECHNOLOGIES

TE ARA AUAHA

School of Art and Design

Te Kura Toi a Hoahoa

School of Communication Studies

Te Kura Whakapāho

School of Engineering, Computer and Mathematical Sciences

Te Kura Mātai Pūhanga, Rorohiko, Pāngarau

Creative Technologies

Marautanga Matatini

FACULTY OF HEALTH AND ENVIRONMENTAL SCIENCES

TE ARA HAUORA A PŪTAIAO

School of Clinical Sciences

Te Kura Mātai Haumanu

School of Interprofessional Health Studies

Te Kura Pākeho Ngaioatanga o Ngā Marau Akoranga Hauora

School of Public Health and Psychosocial Studies

Te Kura Hauora Tūmatanui

School of Science

Te Kura Pūtaiao

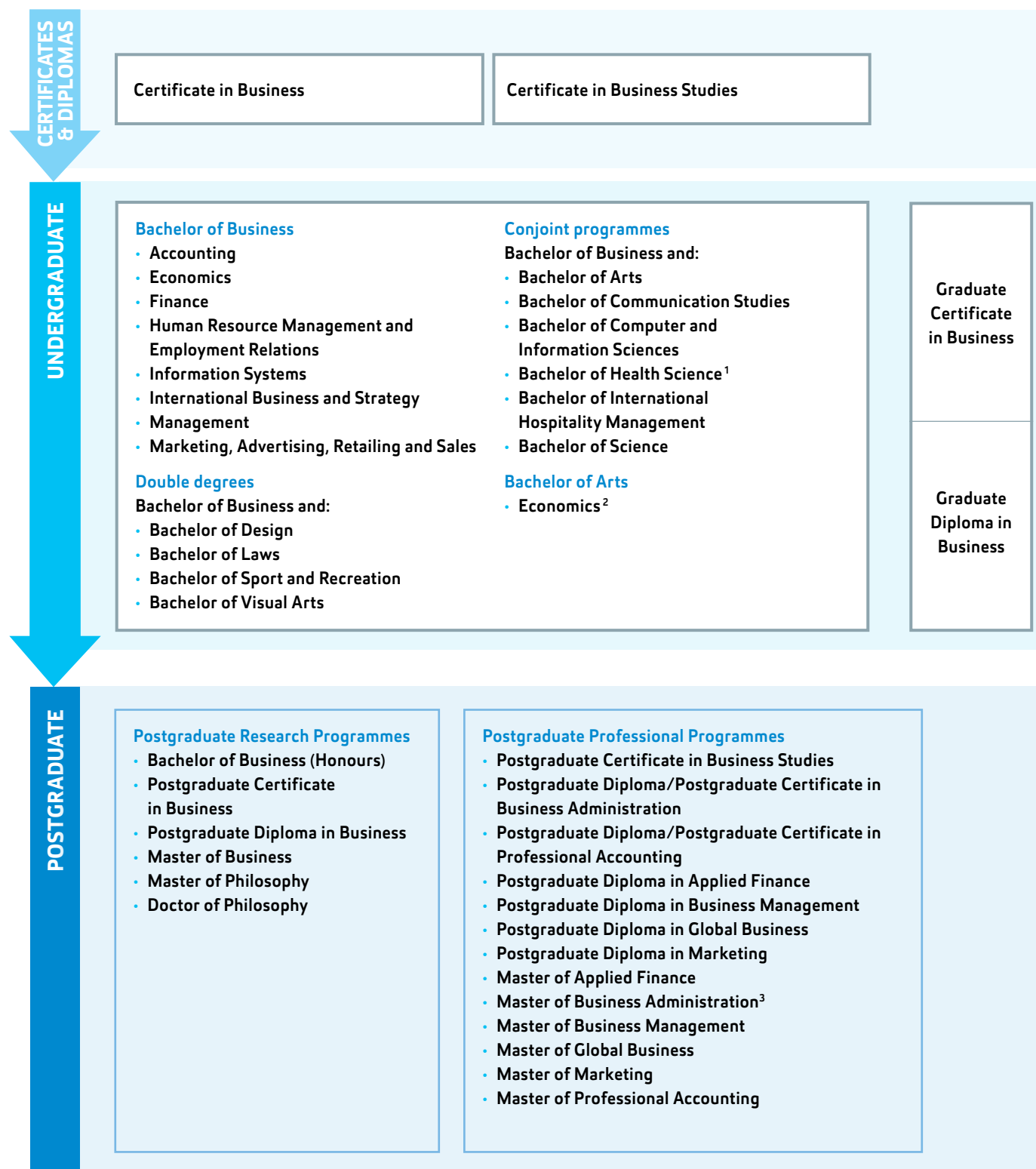
School of Sport and Recreation

Te Kura Hākinakina

TE ARA POUTAMA

FACULTY OF MĀORI AND INDIGENOUS DEVELOPMENT

Qualifications and study pathways



1. Only available for Bachelor of Health Science students majoring in Psychology.

2. For details visit www.aut.ac.nz/socialsciences

3. The MBA requires work experience and does not always need prior study.

Note:

1) Completion of one qualification doesn't guarantee entry to a higher level qualification.

2) Apply for the qualification you are best suited for – you don't necessarily have to enrol in the qualification that appears at the top of the above diagram.

3) Some qualifications in the above diagram may be prerequisites to – and not credit towards – higher level qualifications.

WHY STUDY BUSINESS & ECONOMICS?



Ranked in the top
350 universities
worldwide for
all our business
and economics
subjects



Connecting more students
with employers through
NZ's largest internship
programme



Transforming business
and society through
our research



1 New Zealand's fastest growing university, AUT focuses on preparing students for the changing world **2** At AUT you study at an internationally ranked and globally recognised business school **3** As part of your studies, you frequently collaborate with your classmates on projects, developing skills highly sought after by employers

Innovative and open-minded learning

AUT is an innovative university with a keen eye on economic and societal trends. Our teaching approach and learning opportunities will develop your creativity, critical thinking, problem solving, collaboration, and communication skills – highly transferable skills employers tell us they're looking for. Our class projects have been designed to reflect contemporary business practice, including the use of technology. Social impact is also a core theme through all three years of the Bachelor of Business, giving you a sound understanding of what it means to practise business in a responsible way.

Depth and breadth of knowledge

Employers tell us they're looking for graduates who have depth of knowledge in a specialist area, as well as breadth of knowledge and exposure to other disciplines. In the modern business environment, interdisciplinary and inter-professional teams are now the norm. You can broaden your career opportunities by complementing your business major with one or two of our diverse range of minor subject areas. It's a great way to develop the skills to effectively collaborate across different business functions, and learn new ways of thinking and approaching complex problems.

Creating career-ready graduates

A unique part of our Bachelor of Business is the final-year workplace experience. You can complete a work placement, an applied research project or start your own business venture before graduating. This valuable opportunity helps you integrate theory and practice, and is great preparation for your future career. Many students find the workplace experience also leads to a job offer after graduation.

A global perspective

Design your degree to enhance your global perspective. You can choose to study a semester or two with one of our top business school partners around the world, and you can also complete your workplace experience overseas.

Connected to business

We're proud of our strong links with businesses, entrepreneurs, public and private organisations, and the wider community. We partner with a wide range of business leaders and expert professionals, who advise us on our curriculum and act as mentors on applied projects.



We're proud of our future-focused teaching and engaging learning environment



Internationally recognised

The AUT Business School is internationally ranked and recognised globally as a top business educator. AACSB International accreditation puts us among the top 5% of business schools in the world, and the Times Higher Education World University Rankings 2019 place us in the top 1.2% (top 301-350) universities in the world. Our accounting programmes are accredited by leading professional bodies, allowing you to gain the academic requirements for a professional accounting qualification. As a member of the CFA Institute University Affiliation Program, our finance programme will position you well for gaining the Chartered Financial Analyst designation.

Stand out from the crowd

As an AUT student, you can get involved in a range of extracurricular opportunities and student clubs that help you advance your problem solving, collaboration and leadership skills, and stand out in the competitive employment landscape.



1 & 2 Our City Campus is in the heart of the Auckland CBD 3 The South Campus in Manukau is proud of its smaller classes and close ties to the South Auckland community 4 Our Business and Economics Career Fair, one of many events where you can network with potential employers 5 Gain valuable international experience by going on a student exchange as part of your degree 6 & 7 Your study is a mix of learning in large and modern lecture theatres, and smaller, interactive classes 8 Our City Campus offers wide open spaces for socialising and studying

Bachelor of Business [BBus | AK3693]

Overview

QUICK FACTS

Level:	7
Points:	360
Duration:	3 years F/T, P/T available
Campus:	City & South
Starts:	24 Feb & 13 July 2020



Jeremiah Chia

Singapore
Co-Founder and Principal Partner,
JCK Singapore
Bachelor of Business in Accounting

"The world is changing and the job market is too. I believe AUT prepares students for this modern world by including workplace experience as part of most programmes, and focusing on lifelong learning and the skills needed in today's workplaces. AUT is an internationally recognised university, and is ranked in the top 150 universities in the world for accounting and finance. However, the deciding factor for me was that the AUT business degree includes workplace experience every student must complete before they can graduate. As the principal partner of JCK Singapore, I'm now involved in all aspects of business development, and I'm also in charge of the output of the services we provide for our clients. I love building the business at JCK Singapore, and helping my clients with compliance and statutory filings so that they can focus on their core business."

Gain a solid understanding of how businesses operate and the key issues you will face as a future decision-maker in business. You'll progressively build on your knowledge, laying the groundwork for your final-year workplace experience. You also explore socially responsible decision-making and problem-solving. You learn from leading academics at an internationally accredited business school – we're among an elite group of 5% of business schools worldwide accredited by AACSB International.

Entry requirements

Minimum entry requirements

University Entrance or equivalent

Useful New Zealand school subjects

All approved NCEA level 2 and 3 language rich subjects, Business, Mathematics and Statistics subjects are useful

English language requirements

IELTS (Academic) 6.0 overall with all bands 5.5 or higher; or equivalent.

What this qualification covers

In this degree you can focus on:

- Accounting
- Economics
- Finance
- Human Resource Management and Employment Relations
- Information Systems
- International Business and Strategy
- Management
- Marketing, Advertising, Retailing and Sales

Part 1

You take four core papers that cover fundamental business concepts:

- Financial Decision Making
- Economics and Society
- Consumer and Organisational Behaviour
- Business in a Changing World

You also complete four papers from your major/minor.

Part 2

You complete the core paper Ethics, Responsibility and Sustainability as well as six papers from your major/minor and one elective paper.

Part 3

Workplace experience is the final part of your degree and takes place in your final semester. You can choose to work in an organisation of

your choice, start your own venture or complete an applied project, bringing together your learning and gaining valuable experience.

You also take the paper Design for Value Creation and another four papers from your major/minor.

Broaden your career options – study a Bachelor of Business and:

- Bachelor of Arts (conjoint)
- Bachelor of Communication Studies (conjoint)
- Bachelor of Computer and Information Sciences (conjoint)
- Bachelor of Health Science in Psychology (conjoint)
- Bachelor of International Hospitality Management (conjoint)
- Bachelor of Science (conjoint)
- Bachelor of Design (double degrees)
- Bachelor of Laws (double degrees)
- Bachelor of Sport and Recreation (double degrees)
- Bachelor of Visual Arts (double degrees)

Today, standing out from the crowd is more important than ever. Conjoint programmes and double degrees broaden your knowledge and opportunities, but don't take double the time to complete.

Conjoint programme

You study two degrees at the same time in a single programme of study. It's usually possible to complete two three-year degrees in four to five years. You need to maintain at least a B grade average across all papers and do papers from each degree every year.

Double degrees

The difference between double degrees and conjoint programmes is that in the double degrees you apply for and enrol separately in each of the two degrees. If you're considering doing this, it's important that you contact AUT to discuss your plans. Double degrees can be completed either one after the other or concurrently.

Study options at the AUT South Campus

Depending on the area you're focusing on within your degree, you can study your first semester, first year or entire degree at the South Campus.

AUT encourages early application. Places are limited.



94% of Bachelor of Business graduates were employed within 6 months



Marina Mohareb

Consultant, Solution49x, KPMG
Australia, Melbourne

Bachelor of Business in Business Information Systems and Bachelor of Health Science in Psychology conjoint programmes

"AUT's business degree allowed me to use my first year to really discover what I wanted to do. What I like about business information systems is that it has a technical and a business focus, which means that the skills I developed at university are very applicable to the workplace. I also chose to study psychology because of my passion for people. The two complemented each other well. As a management consultant at KPMG, my role is centred on delivering end-to-end solutions to drive organisational decision-making. Solution49x uses cognitive computing and AI technologies to automate processes, reduce costs and grow consumer engagement. This growing industry represents the shift in how humans are interacting with technology differently."



For more details visit www.aut.ac.nz/business

Course planner – Bachelor of Business

YEAR	SEMESTER 1	SEMESTER 2
1 120 points	Core paper: Financial Decision Making	Major/minor
	Core paper: Economics and Society	Major/minor
	Core paper: Consumer and Organisational Behaviour	Major/minor
	Core paper: Business in a Changing World	Major/minor
2 120 points	Major/minor	Major/minor
	Major/ minor	Major/minor
	Major/minor	Major/minor
	Core paper: Ethics, Responsibility and Sustainability	Elective/major/minor
3 120 points	Major/minor	Core paper: Design for Value Creation
	Major/minor	Co-operative Education or Capstone Project (45 points)
	Major/minor	
	Major/minor	

360 points total

All papers are 15 points unless indicated otherwise. Majors are made up of seven papers across levels 5, 6 and 7. Minors are made up of four papers. An elective is a single paper. Electives can be any paper from any AUT programme.

For a single major choose:

- 1 major
- 2 minors

For a double major choose:

- 2 majors
- 1 elective

Majors available¹:

- Accounting
- Economics
- Finance
- Human Resource Management and Employment Relations
- Information Systems
- International Business and Strategy
- Management
- Marketing, Advertising, Retailing and Sales

Minors available:

- Business Law
- Data Analytics for Business
- Design Thinking
- Dispute Resolution
- Diversity and Inclusion
- Entrepreneurship and Innovation
- Event Management
- Hospitality
- International Business Management, Language and Culture
- Leading Self and Others
- Occupational Health, Safety and Wellbeing
- Small and Medium Enterprises
- Sports Marketing
- Supply Chain Management
- Sustainable Enterprise
- Tourism

1. These disciplines are also available as a minor option.

Workplace experience

Study with us and you not only learn academic knowledge related to your specialist subject area but also gain valuable, hands-on workplace experience.

The highly successful Co-operative Education programme gives you a great start to your career. You get the opportunity to apply your knowledge and skills to a workplace situation, while still being able to get feedback from your lecturers who help you analyse your experiences and performance. Employers value the fresh ideas and latest thinking you bring to the organisation, and for many of our students the workplace experience also leads to a permanent role in their host organisation.

Co-operative Education

The final part of your degree is a supervised work placement for an organisation of your choice. It's a great chance to apply what you've learnt in the classroom and develop your skills in a business environment. You can complete your work placement in New Zealand or overseas, and throughout your work placement you'll be mentored by a workplace supervisor and an AUT academic.

These are some of the companies our students have completed their placements in:

- Auckland Council
- Auckland District Health Board
- China Construction Bank
- Colenso BBDO
- Coca-Cola Amatil New Zealand
- DDB
- Deloitte

- EY
- Grant Thornton
- Green Cross Health
- Jacobsens Creative Surfaces
- KPMG
- KVB Kunlun
- Perpetual Guardian
- Progressive Enterprises
- PwC
- Spark
- Sovereign Insurance
- The Warehouse Group
- Vodafone NZ
- Waitemata District Health Board

Applied Project

An alternative to Co-operative Education is the research-based Applied Project. You can investigate discipline-related topics or issues specific to an existing organisation or an industry, or that are future focused. Working alongside an academic supervisor, you'll apply advanced research skills, giving you a strong foundation for postgraduate study.

Recent applied projects have included:

- Readability of KiwiSaver disclosure statements
- Accountability through social media for NFP's
- Tax incentives for private health insurers
- Engaging consumers through social media



Bronson Wilson

Content Coordinator, Viacom International Media Networks, Amsterdam
Bachelor of Business in Market Insights: Marketing, Advertising, Retailing, Sales

"I chose AUT because of the focus on practical learning. For my final-year workplace experience, I worked for the smart navigation technology company TomTom in the Netherlands. During my placement, I managed all marketing materials for my department, created email campaigns and sales pitch presentations, overhauled their line of product presentations and assisted on UX & UI design concepts. AUT trusted me to travel to the other side of the world for my workplace experience, and enabled me to explore the different avenues marketing and advertising can open. They believed in me and for that I'm thankful."



Hana Velio

Finance Analyst, Genesis Energy
Bachelor of Business in Accounting

"I first became interested in accounting when I decided to take it up as a subject in high school. I loved that my teacher took the time to explain things thoroughly, and made sure that everyone in the class succeeded. She took the time to bond with each student, and it became my favourite class because everyone in class got along so well. So when it was time to decide what to study at university, accounting was the obvious choice.

"I would highly recommend AUT's business degree to others. In fact, I sometimes find myself telling others, especially kids who are fresh out of high school, how great AUT's Bachelor of Business is. The staff provided us with all the necessary information and support to succeed.

"The people I met and how they influenced my journey are what stood out most about my studies. I also appreciated the knowledge I gained, not just from my lectures but from the whole experience of being a university student.

"Through the TupuToa programme I was offered a summer internship with Genesis Energy, which made it easy for me to stay on to do the final-year workplace experience for my business degree. I was fortunate to be placed in a team that was adamant that I got to experience a variety of things relevant to my major."

Accounting

Accounting is a dynamic career, delivering multifaceted business analysis, and contributing to the strategic development of business, public sector and not-for-profit organisations. Accountants must be excellent communicators and strongly analytical, as well as having the required technical skills specific to the vocation. They must relate to people from all walks of life, as they're frequently called upon to explain concepts and strategies to those outside the financial sphere. The changing nature of accounting software packages means that accountants need to have well-developed technical skills.

What you study

Part 1

You complete four core papers (see page 8), the paper Accounting Essentials and minor or elective papers.

Part 2

You complete the core paper Ethics, Responsibility and Sustainability and papers towards your major/minor. You also gain an understanding of international regulations and practices, and how accounting supports decision-making.

Papers may include:

- Accounting Systems and Technology
- Financial Accounting
- Management Accounting
- Taxation for Accounting Studies
- Accounting Legal and Regulatory Framework
- Financial Management for Accountants
- Advanced Accounting Information Systems
- Advanced Financial Accounting
- Advanced Management Accounting
- Auditing
- International Accounting
- Not for Profit Accounting and Accountability

Part 3

You complete the paper Design for Value Creation and undertake workplace experience. You can choose to work in an organisation of your choice, start your own venture or complete an applied project, bringing together your learning and gaining valuable experience.

Recent placements included: ANZ Bank, Auckland Council, Audit New Zealand, Deloitte, EY, KPMG, Vodafone NZ and Westpac Bank.

Career opportunities

- Chartered accountant
- Chief financial officer
- Corporate accountant
- Auditor
- Management accountant
- Taxation consultant

Professional accreditation

- Chartered Accountants Australia and NZ (CAANZ)
- Certified Practising Accountants Australia (CPA Australia)
- Association of Chartered Certified Accountants (ACCA)
- Chartered Institute of Management Accountants (CIMA)

Economics

Are you logical, analytical and fascinated by how incentives affect human behaviour? Would you like to see how economic theory can be brought to life in the real world? If so, a career in economics could be great for you. The discipline of economics is founded on the three fundamental fields of microeconomics, macroeconomics and econometrics. Concepts from these areas can be combined to provide answers to some of the most pressing problems facing the world, including poverty, unemployment, climate change, crime and inequality. Alternatively, they can be applied to the commercial sphere, and can address issues like competition and economic growth and development.

What you study

Part 1

You complete four core papers (see page 8), as well as the necessary level 5 paper(s) needed to major in economics. You also choose minor or elective papers.

Part 2

You complete the core paper Ethics, Responsibility and Sustainability and papers towards your major/minor. You also develop an understanding of how economic theory can be applied to a wide range of issues.

Papers may include:

- Microeconomics
- Macroeconomics
- Introduction to Econometrics
- Applied Microeconomics
- Applied Macroeconomics
- Applied Econometrics
- Industrial Organisation
- Economic History
- Economics, Natural Resources and Society
- Growth and Development Economics
- Economics of Labour and Health Policy
- International Trade Economics
- International Corporate Finance

Part 3

You complete the paper Design for Value Creation and undertake workplace experience. You can choose to work in an organisation of your choice, start your own venture or complete an applied project, bringing together your learning and gaining valuable experience.

Recent placements included: Auckland Council, ASB, Goldman Sachs, KPMG, Spark, The Warehouse Group and Vodafone NZ.

Career opportunities

- Acquisition manager
- Business risk auditor
- Financial markets analyst
- Investment banker
- Service designer
- Researcher in a consulting firm or non-profit organisation
- Strategic planner, analyst or policy advisor in a local council



Jessica Lee

China

Investment Analyst, Auckland Transport
Bachelor of Business (Honours) in
Economics
Bachelor of Business in Economics
and Finance

"I decided to study business because business graduates are in high demand worldwide, and I can work anywhere with a business degree. By studying business you gain valuable transferable skills that can be put to use in everyday life, including strong oral and written communication skills, analytical and critical thinking, and presentation skills.

"I chose to study at AUT because AUT is known for its strong emphasis on the practical application of theory, using case studies, problem-solving tasks, project and teamwork, and workplace experience. The academic staff lead and encourage students along their learning path, and the supporting staff provide great assistance to students. Both the people and facilities in AUT create a great learning environment and prepare students to make a change to society after graduating.

"I now work as an investment analyst for Auckland Transport. Our team is working to optimise funding from the central government for transport projects. I'm responsible for conducting economic analyses and peer reviews to support funding applications. I enjoy the challenges of dealing with different kinds of transport projects, and my role is a great opportunity to work with experienced people in the organisation and learn from them."



Kitaen Salt

Analyst, Wells Fargo Securities,
London
Bachelor of Business (Honours) in Finance
Bachelor of Business in Accounting
and Finance

"By studying business you're not limiting yourself to one career path – all the skills you learn are applicable across multiple companies and industries. AUT's Bachelor of Business appealed to me for its broad relevance in terms of employment.

"AUT is challenging the role education providers play in creating the next generation of industry leaders. AUT is more connected to business, and focuses on collaboration, and building both theoretical and tangible skillsets. Throughout my studies I had many opportunities to interact with top level industry professionals, which in turn led to internships and other great placements. That's what makes AUT the university for a changing world.

"From the beginning of my degree, I took every opportunity I could to broaden my university experience outside of the classroom. These opportunities included being co-president of the AUT Investment Club, sitting on the board for the American Chamber of Commerce in New Zealand, competing in the CFA Equity Research Challenge, as well as completing valuable workplace experience at PwC New Zealand.

"It's these experiences that have made my time at AUT so memorable, and taught me not only the technical skills needed to succeed in my career, but also soft skills and a broader industry awareness."

Finance

Whether launching an entrepreneurial start-up or working in a giant multinational corporation, finance is at the heart of business operations. It explores how individuals and organisations raise, invest and consolidate funds to increase wealth and create jobs and growth. Professionals in this field could work with anyone from everyday people in a financial advising role to guiding large companies through the process of listing their shares on stock exchanges.

What you study

Part 1

You complete four core papers (see page 8) and the Introduction to Finance paper. You also choose minor or elective papers depending on your chosen minor(s).

Part 2

You complete the core paper Ethics, Responsibility and Sustainability and papers towards your major/minor. You also focus on three key areas: financial markets and institutions, investments and portfolio theory, and corporate finance.

Papers may include:

- Corporate Finance
- Investment and Portfolio Analysis
- Personal Finance
- Entrepreneurship and Small Business Finance
- Financial Modelling and Data Analysis
- Financial Risk Management
- International Corporate Finance
- Applied Econometrics
- Wealth Management
- Data Analysis for Business
- Banking and Financial Markets

Part 3

You complete the paper Design for Value Creation and undertake workplace experience. You can choose to work in an organisation of your choice, start your own venture or work on a real-life problem under the guidance of academic staff.

Recent placements included: ASB Securities, BNZ, Goldman Sachs, Heartland Bank, Pathfinder Asset Management, PwC, Treasury and Vodafone NZ.

Career opportunities

- Commercial banker
- Commodities trader
- Corporate finance manager
- Fund manager
- Finance manager
- Investment banker
- Securities analyst
- Stock broker

The AUT Business School is part of the CFA Institute University Affiliation Program. This means the BBus in Finance curriculum is based on the CFA Program curriculum, positioning you well to obtain the Chartered Financial Analyst designation – a globally respected and recognised investment credential.

Human Resource Management and Employment Relations

Human resources professionals ensure that staff are engaged, productive, and developing as valued and skilled workers. Careers in human resources and employment relations encompass workforce planning, negotiation, recruitment and selection, performance management, learning and development, health, safety, and wellbeing, legal compliance, and employee relations. If you enjoy finding solutions, are interested in diversity and organisational culture and want to have influence with people at all levels in a variety of organisations, a career in human resources and employment relations could be for you.

What you study

Part 1

You complete four core papers (see page 8) and the Managing and Organising paper. You also choose minor or elective papers depending on your chosen minor(s).

Part 2

You complete the core paper Ethics, Responsibility and Sustainability and papers towards your major/minor. You also gain an understanding of current employment issues including the complex relationships between employees, employers, government and trade unions, and internal and external factors that influence organisational behaviour.

Papers may include:

- Employment Relations
- Human Resource Management
- Workplace Health, Safety and Conflict Management
- Global Mobility
- Diversity at Work
- Learning and Development
- The Dynamics of Employment Regulations
- Organising for the Future of Work

Part 3

You complete the paper Design for Value Creation and undertake workplace experience. You can choose to work in an organisation of your choice, start your own venture or complete an applied project, bringing together your learning and gaining valuable experience.

Recent placements included: DB Breweries, Farmers Trading Company, Fletcher Construction, Nestlé NZ Ltd, Progressive Enterprises, SKY TV, Waitemata District Health Board and Warehouse Stationery.

Career opportunities

- Employment relations specialist
- Human resource manager
- Industry training advisor
- Recruitment consultant
- Talent manager
- Health and safety manager



Jake Barker

General Manager, HR Matters /
General Manager, Race Marketing
Bachelor of Business in Human Resource
Management and Employment Relations &
Marketing

"I love my job – it's always so varied! I work with a great team who are all focused on delivering the best outcome for our clients. I also love being able to forge the direction of my businesses while gaining input and ownership from our staff.

"My job involves everything you can think of when running a small business – from managing and motivating staff members, to client relations and creating marketing plans to attract new clients. I'm directly using all of the knowledge I developed during my studies at AUT.

"I think what sets AUT apart is the way it enables students to think outside the box and really tackle real-life problems. There's an almost 50:50 ratio of lectures and smaller classes, which enables students to not only understand the content but to relate it to a real-life context.

"Through the workplace experience AUT business students can apply the knowledge they've learnt in an internship or job. I loved the opportunity to run my own business and apply the learnings I had made at AUT to a living business. Studying at AUT is so welcoming, multi-cultural and forward thinking."



Xaviere Murray-Puhara

Ngāti Kahungunu

Product Manager for the Internet of Things (IoT), Vodafone New Zealand
Bachelor of Business in Business Information Systems and Management

"The workplace experience in my final year was a great way to apply the theories I had learnt at AUT in the business world. I spent nine weeks at Air New Zealand's head office, working on projects like Airpoints for Business and the unaccompanied minors airband technology. Working on the airband technology was particularly exciting and involved multiple trips to the airport to train the crew on the new process and technology.

"After graduating in 2015, I became part of Vodafone's Discover Graduate Programme. It was such an amazing opportunity! It meant that I could work in different departments and teams, learning new skills each time, but also building on skills I learned from my past placements and increasing the value I can add to the business. It's a great way to help you decide what career path you'd like to follow.

"Some of the key skills I developed at AUT were time management, organisation and communication. I gained these skills through juggling study and a part-time job, meeting assignment deadlines, as well as engaging with my peers and lecturers, and attending events hosted by AUT, like Shadow a Leader where students spend a day with a business leader."

Information Systems

Are you methodical, analytical and interested in digital technology? Do you like the idea of developing and acquiring innovative digital technologies to support business? Would you enjoy working with a broad range of professionals? If so, a career in information systems would be great for you. Information systems professionals operate in the crucial area between an organisation's technological systems and its users, managing and organising the systems for the organisation.

What you study

Part 1

You complete four core papers (see page 8), the paper Business Information Systems and minor or elective papers depending on your chosen minor(s).

Part 2

You complete the core paper Ethics, Responsibility and Sustainability and papers towards your major/minor. You also learn how to analyse and model business processes, design and implement databases, and manage projects.

Papers may include:

- Business Process Management
- Business Data Management
- eBusiness Management
- Information Security Management
- Logistics and Supply Chain Management
- Project Management

Part 3

You complete the paper Design for Value Creation and undertake workplace experience. You can choose to work in an organisation of your choice, start your own venture or complete an applied project, bringing together your learning and gaining valuable experience.

Recent placements included: Bridgestone NZ, LG Electrics NZ, Open Systems Specialists, Optimation New Zealand, Quantum Solutions NZ Ltd, Sovereign and Vodafone NZ.

Career opportunities

- Business analyst/process analyst
- Business database administrator
- Consultant
- eBusiness manager
- Information systems manager
- Project manager

International Business and Strategy

Driven by disruptive changes in technology, policy and globalisation, today's dynamic business environment presents new challenges and opportunities to nations, organisations and people. In New Zealand, international trade accounts for two thirds of total economic activity, multinationals dominate business, and many SMEs are internationalising early. International business and strategy focuses on the key skills required to manage successfully in this environment, from working across different cultures and in diverse teams, to creating value through analytical and conceptual thinking, and managing innovation.

What you study

Part 1

You complete four core papers (see page 8) and the Managing and Organising paper. You also choose minor or elective papers depending on your chosen minor(s).

Part 2

You complete the core paper Ethics, Responsibility and Sustainability and papers towards your major/minor. You also gain an understanding of the international business environment, trade policies and internationalisation strategies, analyse business from cultural perspectives, engage in strategic planning and analytics, and examine disruption and innovation.

Papers may include:

- Dynamic Environments
- International Business Management
- Business Strategy
- Futures of International Business
- Strategy Dynamics
- Competition and Innovation
- Global Mobility

Part 3

You complete the paper Design for Value Creation and undertake workplace experience. You could work in an organisation of your choice, which could be overseas; work on a strategic consulting project, or complete an applied project to prepare for postgraduate study.

Recent placements included: Grant Thornton, ATS Pacific Fiji, Chrisco Hampers (Sydney, Australia), the Consulate of Saudi Arabia in Spain, and the New Zealand Customs Service.

Career opportunities

- Manager
- Team leader
- Export manager
- International account manager
- International project manager
- International sales representative
- Management consultant or business analyst
- Working with government agencies, councils or industry associations
- National or regional trade development advisor
- Overseas buyer
- Policy and research advisor
- Regional marketing manager



Lucian Simmons

Senior Associate, Financial Institutions & Government Sector, Corporate & Institutional Banking, Westpac Singapore
Bachelor of Business in International Business, Economics and Finance

"I completed my final-year workplace experience at the Hong Kong Financial Services Business Continuity Management Forum, an industry-led forum for professionals in business continuity areas of financial institutions. During my placement, I worked on the development and execution of the first whole-industry crisis simulation exercise for financial services companies in Hong Kong, which achieved participation by 600 senior professionals from 25 major financial institutions.

"I also received an AUT Internz International Scholarship to intern with Westpac's Corporate and Institutional Banking team. My work included preparing financial models for corporate and portfolio analysis and forecasting, conducting industry and credit analysis to support relationship managers and product specialists, and other ad-hoc tasks.

"The key highlight of my time at AUT was the opportunity to pursue anything I was interested in and be supported in doing so. This included exploring equity research and consulting through the CFA Research Challenge and strategy consulting teams, going on a student exchange, gaining international experience in Hong Kong and New York, and learning more about academic research through my lecturers and my role as a research assistant in the finance and economics departments."



Dameon Arendse

Procurement Coordinator,
Ministry of Education
Bachelor of Business in Management

"The Bachelor of Business gave me a really good understanding of business basics, while majoring in management gave me a better understanding of how to manage the business side of things and how to best manage people.

"The fact that there's a mandatory workplace experience component as part of the degree was the biggest reason why I decided to attend AUT. I haven't come across another university that does this, and I thought that this component of the qualification would help propel me into a job after graduation.

"My job involves running tenders, managing the approval of new suppliers; developing, negotiating and managing contracts; and managing relationships with suppliers. Negotiating contracts is the aspect of my job I enjoy most because it requires a strategic outlook, and changes from contract to contract. Being able to save the company tens of thousands of dollars provides me with a great sense of pride and accomplishment.

"The management papers I took during my time at AUT provided me with a great understanding of the way things work within the business world. But I think the biggest skill AUT has helped me develop further is to think outside of the box and ask questions. In the world of procurement it is always important to try and think of new ways to achieve your desired outcome."

Management

Organisations of all sizes, types and industries need managers who can deal with the myriad demands of leadership in the modern environment. Profitability, sustainability, innovation, social responsibility, stakeholder relations, market share and resource utilisation are just some of the issues that managers must face. A key aspect of management is the ability to get the best out of people, to motivate them and integrate their own professional development with the requirements of the business. This calls for extremely well-developed interpersonal skills and emotional intelligence, allied to a strong sense of commercial awareness.

What you study

Part 1

You complete four core papers (see page 8) and the Managing and Organising paper. You also choose minor or elective papers.

Part 2

You complete the core paper Ethics, Responsibility and Sustainability and papers towards your major/minor. You also gain an understanding of the factors that influence people's behaviour in organisations, learn processes to manage projects and change in the workplace, and analyse aspects of developing and managing people.

Papers may include:

- Project Management
- Negotiation and Mediation
- Human Resource Management
- Business Strategy
- Strategy Dynamics
- Management of Small and Medium Sized Enterprises (SMEs)
- Leadership for Change
- Management for Social Impact
- Stress and Resilience at Work
- Risk Management
- Organising for the Future of Work
- Leadership Principles, Perspectives and Practice
- Managing Environmental Issues in Business

Part 3

You complete the paper Design for Value Creation and undertake workplace experience. You can choose to work in an organisation of your choice, start your own venture or complete an applied project, bringing together your learning and gaining valuable experience.

Recent placements included: Air New Zealand, Auckland Council, Coca-Cola Amatil NZ, Counties Manukau DHB, Johnson & Johnson, The Warehouse Group, Vodafone NZ and Waitemata District Health Board.

Career opportunities

- Manager or executive
- Business researcher
- Functional manager
- Management consultant
- Project manager
- Small business

Marketing, Advertising, Retailing and Sales

New media channels are emerging and rivalling traditional ways of going to market. Integrated shopping experiences extend from the shop floor to Facebook, Twitter, email marketing, texting, television, radio, direct mail, catalogues etc. Because of this omni-channel environment, businesses need to keep tabs on what is driving their consumers, so they can anticipate trends to prepare for what is coming next and identify the best opportunities for growth. If you're curious about how the marketplace operates and why consumers respond as they do, then studying marketing, advertising, retailing and sales may be a great option for you.

What you study

Part 1

You complete four core papers (see page 8) and the Marketing Insights paper. You also choose minor or elective papers depending on your chosen minor(s).

Part 2

You complete the core paper Ethics, Responsibility and Sustainability and papers towards your major/minor. You also explore the tools and concepts required for gaining market insights, followed by the immersive experience where you apply these skills to make successful decisions.

Papers may include:

- Research in Marketing, Advertising, Retailing, Sales
- Marketing Relationships
- Consumer Behaviour
- Strategic Marketing
- Integrated Marketing Communications
- Digital, Social Media and Mobile Marketing

Part 3

You complete the paper Design for Value Creation and undertake workplace experience. You can choose to work in an organisation of your choice, start your own venture or complete an applied project, bringing together your learning and gaining valuable experience.

Recent placements included: Colenso BBDO, Contagion, Cook Islands Tourism Group, DDB, Noel Leeming, NZ Breast Cancer Foundation, Ogilvy and TVNZ.

Career opportunities

- Market insights analyst
- Customer experience and insights researcher
- Sales account manager
- Advertising agency planner
- Brand manager
- Marketing co-ordinator
- Business development manager
- Product buyer
- Customer relationship manager



Afra Abdeen

Sustainable Business Specialist for South East Asia and Australasia, Unilever, Sydney
Bachelor of Business (Honours) with First Class Honours
Bachelor of Arts in Psychology and Bachelor of Business in Marketing conjoint programmes

"At AUT, I had access to so many opportunities that were not limited to my studies. Being involved in student organisations put me in front of great mentors and was an invaluable experience. I had so many opportunities to apply my knowledge to real-life situations, through my final-year workplace experience and other internship opportunities.

"The people are what stood out for me most. I had inspiring lecturers and met so many incredible people who are still my friends and mentors today. I loved having easy access to lecturers and the AUT community if I ever had a question or felt like I needed help. That was amazing.

"When I finished my AUT degree, I knew I wanted to be in the sustainability space. I love working in business as it isn't unidimensional. You get to work with people to create new systems or change existing processes.

"Unilever is known for working to change the way business is done through the Unilever Sustainable Living Plan. That means they seek to keep people and the planet at the heart of everything in an effort to deliver responsible business growth."

QUICK FACTS

Level:	4
Points:	60
Duration:	½ year F/T
Campus:	City & South
Starts:	24 Feb & 13 July 2020



David Firisua Jr

Final-year student, Bachelor of Business in Accounting and Economics Certificate in Business

"I had been in the workplace for a decade, including spending seven years in the sports industry, working with FIFA and the Oceania Football Confederation. I had also just become a father, and was at a point where I felt that I had to make a change in my career and shape my world the way I wanted it to be. I was attracted to AUT's Certificate in Business as it was the best fit for my circumstances, and would introduce me to several areas of interest including management, economics, accounting and marketing. I was impressed by the content the Certificate in Business covers, but even more by the experienced and passionate staff. Studying at AUT has given me the knowhow and confidence to start my own business while I'm still studying. My company, EventNZ Limited, specialises in sports event and tournament hosting."

Certificate in Business

CertBus | AK4740

The one-semester Certificate in Business gives you an introduction to the main areas involved in studying business. This programme introduces you to a range of business and academic skills, as well as the literacy and numeracy skills you need to study at degree level. After successfully completing the certificate you can apply for the Bachelor of Business.

Entry requirements

Minimum entry requirements

Completion of Year 13 or equivalent

Selection criteria

Preference will be given to applicants who have at least 50 NCEA level 3 credits and have met the literacy and numeracy requirements for University Entrance or equivalent

English language requirements

IELTS (Academic) 5.5 overall with all bands 5.0 or higher; or equivalent

What this qualification covers

The certificate consists of the Introductory Business Studies paper, which is worth 60 points. You will learn about core business concepts and gain an introduction to a range of academic skills, preparing you well for study at degree level.

Further study

- Bachelor of Business
- Other bachelor's degrees at AUT (provided you meet the entry requirements)

AUT encourages early application. Places are limited.



For more details visit www.aut.ac.nz/business

Certificate in Business Studies

CertBusSt | AK1007

Gain valuable knowledge and sharpen your skills to enhance your career. With the flexibility to study part-time or full-time, you can plan your study to suit your work and personal commitments. If you want to continue studying business, you can cross-credit your points into the Bachelor of Business degree.

Entry requirements

Minimum entry requirements

University Entrance or equivalent

Useful New Zealand school subjects

All approved NCEA level 2 and 3 language rich subjects, Business, Mathematics and Statistics subjects are useful

English language requirements

IELTS (Academic) 6.0 overall with all bands 5.5 or higher; or equivalent

What this qualification covers

You study 60 points from papers in the Bachelor of Business. You can gain knowledge and skills in core business disciplines to complement your professional career or as a stepping-stone to further study.

Further study

- Bachelor of Business

AUT encourages early application. Places are limited.

QUICK FACTS

Level: 5

Points: 60

Duration: ½ year F/T

Campus: City & South

Starts: 24 Feb & 13 July 2020



For more details visit www.aut.ac.nz/business

Graduate Diploma in Business

QUICK FACTS

Level:	7
Points:	120
Duration:	1 year F/T, equivalent P/T
Campus:	City & South ¹
Starts:	24 Feb & 13 July 2020

Graduate Certificate in Business

QUICK FACTS

Level:	7
Points:	60
Duration:	½ year F/T, equivalent P/T
Campus:	City & South ¹
Starts:	24 Feb & 13 July 2020

Graduate Diploma in Business

GradDipBus | AK3709

Graduate Certificate in Business

GradCertBus | AK3753

The Graduate Diploma in Business and the Graduate Certificate in Business are great qualifications if you want to prepare yourself for further study or advance your career through increased knowledge in specific areas within business. These programmes are designed for students who want to move into postgraduate business study and need a foundation in business concepts. They're also for people who have an undergraduate degree other than business and want to develop skills for a career in business.

Entry requirements

- A bachelor's degree OR
- Relevant professional qualification or experience approved by the Dean (or representative) to be equivalent to a bachelor's degree

English language requirements

IELTS (Academic) 6.5 overall with all bands 6.0 or higher; or equivalent

What these qualifications cover

You gain an understanding of business concepts in specific business disciplines of your choice. You can choose your papers from the Bachelor of Business. You can tailor your study to your needs and career goals.

Graduate Diploma in Business

You take eight 15-point papers, of which at least five must be level 7.

Graduate Certificate in Business

You take four 15-point papers, of which at least three must be level 7.

AUT encourages early application. Places are limited.

1. These programmes are offered at City Campus with limited offerings at South Campus.



For more details visit www.aut.ac.nz/business

International exchange

While studying with us, you can do one or two semesters overseas on exchange, experiencing a different culture, language and education system.

Australia

- QUT Business School

Belgium

- Solvay Brussels School – Economics and Management

Canada

- Concordia University (John Molson School of Business)
- HEC Montréal
- Memorial University – Newfoundland and Labrador University (Faculty of Business Administration)
- University of Ottawa (Telfer School of Management)

Denmark

- Copenhagen Business School
- Aarhus University (School of Business and Social Sciences)

Finland

- Aalto University (School of Business)

France

- KEDGE Business School
- Grenoble Ecole de Management
- Groupe ESSCA Angers
- HEC Paris

Germany

- University of Mannheim (Mannheim Business School)
- WHU Otto Beisheim School of Management

Hungary

- Groupe ESSCA Budapest

Japan

- Ritsumeikan University (College of Business Administration)

Korea

- Korea University Business School

Norway

- BI Norwegian Business School

People's Republic of China

- City University of Hong Kong (College of Business)
- Groupe ESSCA Shanghai

Singapore

- Nanyang Technological University (Nanyang Business School)

Spain

- Universidad de Navarra (Facultad de Ciencias Económicas y Empresariales)

Sweden

- Jönköping University (Jönköping International Business School)

Taiwan

- National Chiao Tung University

Thailand

- Chulalongkorn University (Faculty of Commerce and Accountancy)

The Netherlands

- Erasmus University Rotterdam (School of Economics)
- Maastricht University (School of Business and Economics)

United Kingdom

- University of Strathclyde (Strathclyde Business School)

United States of America

- University of North Florida (Coggin College of Business)
- Butler University (Andre B Lacy School of Business)
- University of Missouri, St Louis (College of Business Administration)
- San Diego State University (Fowler College of Business)

For further information visit www.aut.ac.nz/international-exchange

Clubs and activities

Develop your skills and leadership capabilities by getting involved in a range of activities outside the classroom.

AIESEC

AIESEC is an international student organisation that develops students' leadership capabilities. AIESEC AUT is one of the fastest growing local committees in AIESEC New Zealand.

To find out more visit www.aiesec.org.nz

AUT Accounting Association

The AUT Accounting Association has been specifically set up to provide a platform to enhance AUT accounting students' social and university life, while also providing them with tools, industry knowledge and networking opportunities.

AUT Economics Society (AUTES)

With academic, career, study and networking events, AUTES delivers invaluable opportunities for students to develop their personal and professional skills.

To find out more email autes@aut.ac.nz

AUT Investment Club

AUTIC is a student-run organisation that bridges the gap between the classroom and the finance industry. As a member you can learn from industry professionals about investing, trading and portfolio analysis, and gain insight into career opportunities.

To find out more email aclubmem@aut.ac.nz

AUT Management Consulting Club

Through this student-led club you can develop your professional skills, and represent AUT against other universities in case study competitions.

To find out more email autmcc@aut.ac.nz

Beta Gamma Sigma

As an AACSB-accredited business school, we can offer top business and economics graduates membership to the prestigious international honours society Beta Gamma Sigma; a great addition to your CV and an excellent networking opportunity.

MARS @ AUT

MARS@AUT is a student initiative with a focus on marketing, advertising, retailing and sales. It aims to connect students, academics and industry professionals by providing networking opportunities.

To find out more email mars@aut.ac.nz

Student Development Society (SDS)

The Student Development Society is an umbrella group of university business schools in New Zealand with the objective of promoting and holding case competitions at domestic and international levels.

The Breakfast Club

Created and run by students, the Breakfast Club hosts an impressive list of high-profile speakers from different industries, and government and professional sectors to share their experience over breakfast.

To find out more visit www.thebreakfastclub.org.nz



Grace Tu'inukuafe

3rd-year student, Bachelor of Business in Accounting and Finance

"The friendships I've gained in class and through the student clubs have made my university experience a much more memorable one, as I get to actively learn in a fun environment with my peers who share similar interests. The academic staff have also been super supportive throughout my journey and have guided me towards achieving goals I didn't think were possible. I would definitely recommend a Bachelor of Business at AUT to others as it offers a wide range of majors, and equips students with theoretical knowledge and practical skills that are valuable for their future career."

Support for business and economics students

Study with us and you can access a wide range of services designed to help you make the most of your time at AUT.

Faculty Student Support Office

We can provide you with all the information you need while studying and can help you access all the faculty and university services on offer. We provide course advice and help you plan your individual path of study. We can sit with you at any stage of your degree to sort out any issues you might be having. We also help with enquiries about enrolment, timetables, paper information, major information, exams, assessments and graduation.

Visit us on Level 1, WF building on the City Campus or Level 1, MB Building on the South Campus. You can also call us on 09 921 9721 or email business@aut.ac.nz

Business, Economics and Law International

Explore opportunities to work or study overseas as part of your degree.

International students can also drop in to find out about activities and initiatives across AUT.

To find out more email Jacklyn.lim@aut.ac.nz

Peer Assisted Study Sessions (PASS)

Peer Assisted Study Sessions (PASS) are run in some level 5 core papers. PASS is an opportunity to meet with other students, discuss the material from your classes, ask questions and clarify information. PASS gives students an opportunity to learn from each other in small, relaxed and interactive sessions facilitated by peer leaders who are second or third-year students.

Become a peer leader or student mentor

Students may become leaders in PASS or business peer mentors. These are paid positions which give students the opportunity to develop their leadership skills and enhance their CV. Student mentors are senior students who help new students settle in each year and volunteer at events throughout the year.



Fatumata Bah

4th-year student, Bachelor of Business in Management and Bachelor of Health Science in Psychology conjoint programmes

“There’s such a comprehensive range of support services to ensure students’ academic success and general wellbeing while they’re at AUT. I’m incredibly thankful for all the support and opportunities AUT has given me. Outside of lectures there are so many exciting opportunities for students to enhance their employability and pursue their goals. My highlights would be all of the amazing events – from the 2016 Leadership New Zealand Dinner with a Difference to the Employability Speaker Series where industry experts share their perspective with AUT students. The AUT Shadow a Leader day was also another amazing opportunity.”

Life at AUT

AUT is a modern and innovative university with endless opportunities and a supportive culture that celebrates diversity. Studying at AUT is your chance to meet new people and develop lifelong skills, while getting the support you need to succeed at university and beyond.

We're proactive in enabling all students to succeed, and our comprehensive student support services ensure that you have an amazing experience inside and outside the classroom.

We're here to help

No matter what the problem, the Student Hub is here to help. You can find a Student Hub on each campus and our specialist staff can help with anything from enrolment and student ID cards to matters far beyond university, like support with visa and immigration matters, StudyLink issues or landlord challenges.

Dedicated support for new students

From Orientation to our many academic and cultural support programmes, our student support services are there to make starting out as a new student as easy as possible.

Creating career-ready graduates

The AUT Employability and Careers team helps you plan in advance for your future career by developing job search and interview skills, while building your personal brand and networking skills. We'll also introduce you to employers looking to recruit AUT graduates.

Gain an edge on the competition

The AUT Edge Award challenges, rewards and formally acknowledges the 'C skills' – collaboration, co-operation, community, curiosity, communication and creativity – gained through your volunteering, leadership and employability activities.

International study opportunities

An international student exchange offers an amazing opportunity to study overseas as part of your degree. Study for a semester or a year at one of our partner universities around the world, immerse yourself in another culture, make lifelong friends and get international experience before you graduate.



Helping you succeed in your studies

Our library and learning support team offers a wide range of services and resources designed to help develop your academic skills. The Library also runs a range of workshops to help you get the most out of your studies, and our peer mentoring programme enables students to learn from others who have already completed the same paper.

Top internships around the world

A good internship can be the foundation of a great career. That's why AUT Internz places students and graduates with top companies in New Zealand, North America, Asia and Europe – including Paramount Recording Studios, the Sundance Institute and Westpac Institutional Bank in New York.

A launchpad for entrepreneurs

Every entrepreneur starts somewhere. At AUT, the best place for aspiring entrepreneurs is CO.STARTERS@AUT. This nine-week programme helps you turn your entrepreneurial ideas into a viable business.

An outstanding learning environment

At AUT you study in an innovative and interactive environment that embraces creativity, collaboration, and the sharing of ideas and culture. A number of our buildings have won prestigious architecture awards, and we're constantly improving our built environment to offer students the best possible learning experience.

Free access to digital tools and resources

We offer students all the digital tools needed to succeed, including free Wi-Fi on campus, the full Office 365 suite for up to five devices and free access to lynda.com, a world-leading online learning platform.

Getting involved in campus life

Joining a club is a great way to meet like-minded people and make lifelong friends outside of lectures. Choose from a range of student-run social, sustainability, academic and cultural clubs – a great way to meet new people, participate in events and get involved in campus life.

Join a gym or sports team

AUT is New Zealand's leading sports university, with state-of-the-art sports facilities, on-campus gyms and a huge number of sports teams and events. As an AUT student you can participate in a wide variety of sports, from social on-campus games to elite international competitions.

Holistic approach to wellness

AUT offers comprehensive medical, counselling and mental health services. We also run Te Puna Oranga, an integrated programme that regularly hosts wellness-related events on campus.

Disability student support and resources

Our Disability Support team is committed to helping you participate as fully as you can in learning and student life. We work with students before they start at AUT to help identify their specific needs and ensure they're set up for success.

Getting around

Whether it's finding your way to campus or getting around between lectures, AUT offers a range of resources to help you navigate your new environment, including shuttle buses that travel between campuses and interactive online maps.

Safe and friendly campuses

We make sure that our students are – and feel – safe. Our friendly security staff are available day and night to help if you have any concerns.



Overview of our postgraduate qualifications

Research focus

These programmes involve advanced learning by conducting research, which will give you specialised knowledge in an area you've previously studied and transferable skills to give you an edge in the highly competitive employment market.

Bachelor of Business (Honours)

The Bachelor of Business (Honours) is a one-year postgraduate programme for exceptional Bachelor of Business graduates. Students develop postgraduate research skills and extend their understanding of a specialist business field. An honours degree will prepare you well for further research study and will make you stand out to employers seeking top talent.

Master of Business

The Master of Business will equip you with advanced knowledge and high-level critical thinking and research skills in a specialist field relevant to your professional and research interests. Graduates of this degree stand out in today's complex and changing work environments and are well-placed for further study in the PhD.

Master of Philosophy

With the Master of Philosophy you can explore a research topic of your interest, while expanding your research skills. The degree can provide a pathway to more advanced research at doctoral level.

Doctor of Philosophy

The Doctor of Philosophy (PhD) is the University's highest qualification and is undertaken by research only. Through this programme you can make a significant original contribution to the body of knowledge related to a contemporary issue in business research. The PhD is suitable for students who want to pursue an academic or research career, or a senior position in the public or private sector.

Professional practice focus

These programmes are taught in class, and are designed to accelerate your professional career or take it in a new direction entirely.

Master of Business Administration

The Master of Business Administration is for those aspiring to senior management level, those already in senior management who want to realise their full potential, or those who are self-employed looking for the business skills to succeed. The curriculum is designed to meet the needs of a fast-paced and complex business environment, where leaders need an advanced understanding of all business divisions and managing cross-cultural teams. You learn from staff who are leaders in their field, and classes focus on current professional practice.

Master of Applied Finance

Finance is a truly global discipline, and the Master of Applied Finance will give you the skills to go anywhere. Relevant for anyone with a bachelor's degree, this master's programme enables you to explore a career in a diverse range of finance jobs. The Master of Applied Finance curriculum is based on the CFA Institute Program's Candidate Body of Knowledge, and will position you well to obtain the Chartered Financial Analyst designation – a globally respected and recognised investment credential.

Master of Business Management

The Master of Business Management is designed to help you quickly move into a career in business management, or advance your career to a management role. It's ideal for students with an undergraduate degree in any discipline. You'll develop your leadership skills, and learn to successfully manage people and high-level projects. With a strong practical focus, the Master of Business Management prepares you for a management career in a variety of organisational settings, in both local and global markets.

Master of Global Business

In a world where technology continues to overcome geographic limitations, the Master of Global Business is an increasingly relevant qualification. If you have a bachelor's degree in any field you can study global business at master's level and develop the skills to undertake an important role in a global business, including providing strategic planning or analysis. A Master of Global Business equips you with the skills to become an integral part of an organisation that works with international markets, suppliers and customers.

Master of Marketing

Advancements in technology are prompting increasingly diverse buyer behaviour – and making marketing a critical part of any modern business in the process. The Master of Marketing is designed for anyone with an unrelated degree who wants to study marketing at master's level and develop the skills for a professional marketing role. A Master of Marketing can prepare you for career opportunities in a wide range of business, management and other professional fields. Roles include marketing, sales, brand management, business development and market analysis.

Master of Professional Accounting

The Master of Professional Accounting equips you with the skills to change careers and become an accountant. It's designed for people with an unrelated degree who want to work towards registration with leading professional accounting bodies – including Chartered Accountants Australia and New Zealand (CA ANZ) and CPA Australia. The Master of Professional Accounting will advance your understanding of accounting from a strategic business perspective and provide the financial expertise needed for senior management roles.



For more details visit www.aut.ac.nz/business

HOW TO APPLY

Below is the step-by-step guide to the applications process. For more information visit www.aut.ac.nz/apply

1

APPLY EARLY

Places are limited. Submit your application well before the semester starts.

APPLYING FOR 2020

- Semester 1
– apply by 2 December 2019
- Semester 2
– apply by 1 May 2020

2

COMPLETE THE APPLICATION FORM

- Apply online
- Indicate your programme(s) of choice and major (if known)

International students can also apply using an AUT approved international agent. For a list of AUT registered agents visit www.aut.ac.nz/international-agents

SUBMIT YOUR APPLICATION

WE ACKNOWLEDGE YOUR APPLICATION

- We will send you an acknowledgment email, which explains how to check the status of your application
- We will contact you if we need more information



3

WE ASSESS YOUR APPLICATION

- We assess your application to ensure you have met the entry criteria for the programme(s) you are applying for
- We consider your academic history and relevant experience to ensure you can succeed in your programme
- We let you know if your application has been successful

POSSIBLE OUTCOMES

CONFIRMED We would like to offer you a place to study at AUT

PROVISIONAL You have met some of the criteria for entry to your chosen programme of study and we would like to offer you a provisional place to study at AUT. If you don't meet the rest of the requirements, then this offer will be withdrawn

CONDITIONAL You have to meet the conditions and approvals listed in your conditional offer to be able to secure a formal offer of place

DECLINED If you don't meet the entry requirements or all places are taken, we may offer you an alternative programme

DECISION PENDING We are unable to make a decision just yet, but will let you know when we expect to make a decision

ACCEPT YOUR OFFER

University admission to AUT bachelor's degrees

For New Zealand citizens and residents and international students studying in a high school in New Zealand

To gain admission to bachelor's degrees, you must have met the requirements for University Entrance plus any specified admission requirements for a programme, such as specific subjects, portfolios and interviews.

For more information on entry requirements, including entry requirements for international students, refer to the AUT Calendar or visit www.aut.ac.nz/calendar

Please note: AUT, like all other New Zealand universities, is required to manage enrolments. This is because of government policies that restrict the number of funded places available for domestic students in tertiary education.

Admission categories

You may be granted University Entrance under one of the following categories:

- NCEA University Entrance
- Ad Eundem Statum admission (at an equivalent level) – this includes Cambridge International Examinations (CIE) and International Baccalaureate Diploma Programme (IB)
- Discretionary Entrance
- Special Admission

Common University Entrance requirements

STANDARD	NCEA	CIE	IB ²
Overall	Require NCEA level 3 certificate which consists of 80 credits, including at least 60 credits at level 3 or higher. Can include up to 20 credits at level 2. Note: Credits to achieve NCEA level 3 may include unit standards from non-approved subjects. Subject credits Total of 42 level 3 credits including: • 14 credits from one approved subject • 14 credits from a second approved subject • 14 credits from a third approved subject	A minimum of 120 points on the UCAS Tariff ¹ at A or AS level from an approved list (equivalent to NCEA approved subject list). Must include at least three subjects (excluding Thinking Skills) with grades D or above.	IB Diploma with minimum 24 points
Numeracy	At least 10 level 1 (or higher) numeracy credits (can be achieved through a range of subjects)	A minimum grade of D in IGCSE ³ mathematics or any mathematics subject at AS or A level.	Any mathematics subject – IB Group 5
Literacy	Total of 10 level 2 (or higher) literacy credits including: • 5 reading credits • 5 writing credits From specific standards in a range of NZQA English language rich subjects.	A minimum grade of E in English Language and/or English Literature subject at AS or A level.	Literature or language and literature (SL or HL) – IB Group 1, with English as the language.

1. UCAS (Universities and Colleges Admissions Services for the UK) Tariff = system which converts AS and A level grades into points.

2. New Zealand residents who have taken IB but have not been awarded the Diploma may apply for discretionary entrance.

3. IGCSE = International General Certificate of Secondary Education.

Where programmes require a specific subject, it is expected that a student will have achieved a minimum of 14 credits in that subject (unless indicated otherwise).

NCEA approved subjects

For a list of NCEA approved subjects for University Entrance visit the NZQA website, www.nzqa.govt.nz

AUT language rich subject list

Art History, Business Studies, Classical Studies, Drama, Economics, English, Geography, Health Education, History, Media Studies, Physical Education, Social Studies, Te Reo Māori, Te Reo Rangitira.

Alternative pathways into AUT bachelor's degrees

Students who have just missed University Entrance or did not get into their chosen degree could consider enrolling in one of the foundation studies certificates offered at AUT. Please visit

www.aut.ac.nz/universityentrance

Discretionary Entrance

Discretionary Entrance is available to applicants who have attained a high level of achievement in Year 12 and want to undertake university study.

International students can't apply for Discretionary Entrance.

You can apply if you:

- Have not completed Year 13 in a New Zealand secondary school or have done Year 13 but not attempted to gain University Entrance
- Have not otherwise qualified for admission (or have attempted University Entrance)
- Are a domestic student (New Zealand or Australian citizen or permanent resident). If Australian, your most recent schooling must have been in New Zealand
- Are under 20 years of age on the first day of the semester in which you begin study and meet other requirements of the programme for which you apply

People who missed University Entrance in Year 13 may be considered for mid-year admission in the following year.

You can't apply for admission for Semester 1 if you studied in Year 13 after 1 June. However, you can apply for admission into Semester 2.

Minimum academic criteria for Discretionary Entrance

- NCEA level 2 certificate endorsed with minimum of Merit or CIE/IB equivalent
- Minimum of 14 credits in each of four NCEA level 2 (or higher) subjects, at least three of which must be on the approved subject list
- Meet UE literacy and numeracy standards, or their equivalent.

The application is a two-step process. First, you indicate you want to apply through Discretionary Entrance on the standard application form. If you meet the criteria you are sent a second form in which you provide further information and a school recommendation.

The recommendation will provide proof of your maturity, motivation, capability and readiness to undertake degree-level study and also verify that you were not enrolled in Year 13 beyond 1 June in the year prior to admission. Please refer to the AUT Calendar or visit www.aut.ac.nz/calendar

Please note: Applicants are considered on a case-by-case basis and must also meet other selection criteria for the programme for which they have applied. There is a non-refundable assessment fee of \$50.00.

Admission at equivalent level (Ad Eundem Statum)

An applicant will be considered for Ad Eundem Statum admission if they:

- Have successfully gained University Entrance through CIE or IB or an approved qualification from a New Zealand secondary school of special character
- Have successfully completed a recognised foundation programme or other recognised tertiary qualification/study of at least 120 points at level 3, or at least 60 points at level 4 in one course of study and have completed Year 13 at a NZ secondary school, or equivalent.
- Have qualifications from an overseas secondary school or tertiary institution deemed by AUT to be sufficient for entry into an undergraduate degree programme.

Please note: Applicants will be required to supply an official academic transcript with their application.

Bursary

If you sat Bursary (prior to 2004) rather than NCEA please refer to the AUT Calendar or visit www.aut.ac.nz/calendar

Special Admission

New Zealand citizens or residents who are over 20 years of age on or before the first day of semester can apply for degree-level entry through Special Admission.

English language requirements

If you don't have English as your first language, you may have to show evidence of your English language skills.

International students studying at secondary school and applying for University Entrance must achieve UE Literacy through New Zealand secondary school qualifications NCEA, CIE or IB. IELTS can't be substituted.

In all other cases another form of English language testing is required. Minimum IELTS requirements for each programme are included on the relevant pages in this publication. For other recognised English tests and more information, visit www.aut.ac.nz/englishrequirements

International students

Contact us for information regarding studying at AUT if you're not a citizen or permanent resident of New Zealand or Australia, or a citizen of the Cook Islands, Niue or Tokelau islands.

Visit www.aut.ac.nz for entry requirements for specific countries.

Email: internationalstudy@aut.ac.nz

Fees & scholarships

Cost is an important factor when thinking about university study. This page gives you an idea of the approximate tuition fees at AUT, and different options to help you fund your education including scholarships, student loans and allowances.

To give you an idea of approximate costs, the 2019 tuition fees are shown below (based on full-time study and completing 120 points per year). All fees are in NZ dollars and include GST. The 2020 tuition fees will be advertised on www.aut.ac.nz/fees as soon as they have been set.

Domestic student tuition fees

First-time domestic students are entitled to one year of fees free.

Undergraduate programmes

Fee (per year)	Approximately \$3,060.00-\$6,921.00 ¹
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1. Part-time students pay a proportion of the fee based on the number of academic points they are studying. This fees range includes 60-point (one-semester) programmes.

International student tuition fees

Undergraduate programmes

Fee (per year)	Approximately \$15,940.00-\$31,890.00 ¹
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1. This fees range includes 60-point (one-semester) programmes.

Other fees you may have to pay:

- 2019 Compulsory Student Services Fee – \$646.00 for 120 points or \$5.38 per academic point
- 2019 Building Levy – \$71.00 for 120 points or \$0.59 per academic point
- Additional fees for course materials or elective papers (check with your faculty if there are additional fees for your programme)

Please note that you have to pay your fees in full by the date specified on your fees invoice.

To find out more about fees call **+64 9 921 9779** or the AUT Student Hub on **0800 AUT UNI** (0800 288 864).

Free fees for your university study

Eligible domestic students starting tertiary education receive one year of full-time study fees-free¹.

To check if you're eligible for fees-free study in 2020 visit www.aut.ac.nz/fees

1. Domestic students only, not available to international students.

Scholarships and awards

Scholarships and awards are a great way to fund your university study. There is a wide range of scholarships and awards available to AUT students at all stages of their study. Visit the scholarships website for a current list of scholarships offered by AUT and external funders, as well as application forms and closing dates. You can also contact AUT's Scholarships Office for advice on scholarships, awards and the scholarship application process.

To find out more call **+64 9 921 9837** or visit www.aut.ac.nz/scholarships

Support for scholarship students

Undergraduate scholarship students – whether the scholarship was awarded for academic endeavour or for excellence in sports, culture or leadership – have access to an extensive programme of support, including professional development and networking opportunities, and one-on-one support.

Student loans and allowances¹

If you are a full-time domestic student, you may qualify for a student loan or allowance. Student loans and allowances are administered and paid by StudyLink. The application process can take some time, so it's a good idea to apply early. You can apply for a student loan or student allowance before your enrolment at AUT is complete.

To find out more call **0800 88 99 00** or visit www.studylink.govt.nz

1. For domestic students only

Help with planning and budgeting

We know that sometimes things happen and financial stress can impact your academic success. That's why we offer financial support that ranges from offering grocery or fuel vouchers, to helping with that unexpected bill.

StudyLink website

Visit www.studylink.govt.nz for tools, tips and information to help you plan and understand the costs you will have while studying.

Find out more

AUT Open Day

Our Open Day at the City Campus will showcase everything AUT has to offer to help you make an educated decision about university study. To find out more visit www.aut.ac.nz/live

Visit our website

For the latest information on AUT programmes and to keep up-to-date with what's happening at AUT visit www.aut.ac.nz

Contact us online

If you have any questions about studying at AUT, you can contact us at www.aut.ac.nz/enquire

Secondary schools

If you are a secondary school teacher or career advisor, our Future Students Team can help you with any questions you may have. Contact the team on **+64 9 921 9239**.

Connect with us

AUT has a range of social media channels to keep our students and the general public aware of what is going on around the university.

Connect with us now:



@autuni

#autuni

Drop in and see us

AUT Student Hub

City Campus

Level 2, ground entry, WA building, 55 Wellesley Street East, Auckland

North Campus

AS building, 90 Akoranga Drive, Northcote, Auckland

South Campus

MB building, 640 Great South Road, Manukau, Auckland

Campus tours

If you want to check out the campus and facilities, contact us and we will arrange a campus tour for you and your family. Call **0800 AUT UNI** (0800 288 864) for more information.

To take a virtual tour of our campuses visit www.aut.ac.nz/virtualtour













This booklet is printed on paper which is certified by the Forest Stewardship Council (FSC). It is manufactured using FSC Mix source pulp from well managed and legally harvested forests. The inks are 100 percent vegetable oil based and the printer is FSC certified.

Campus maps



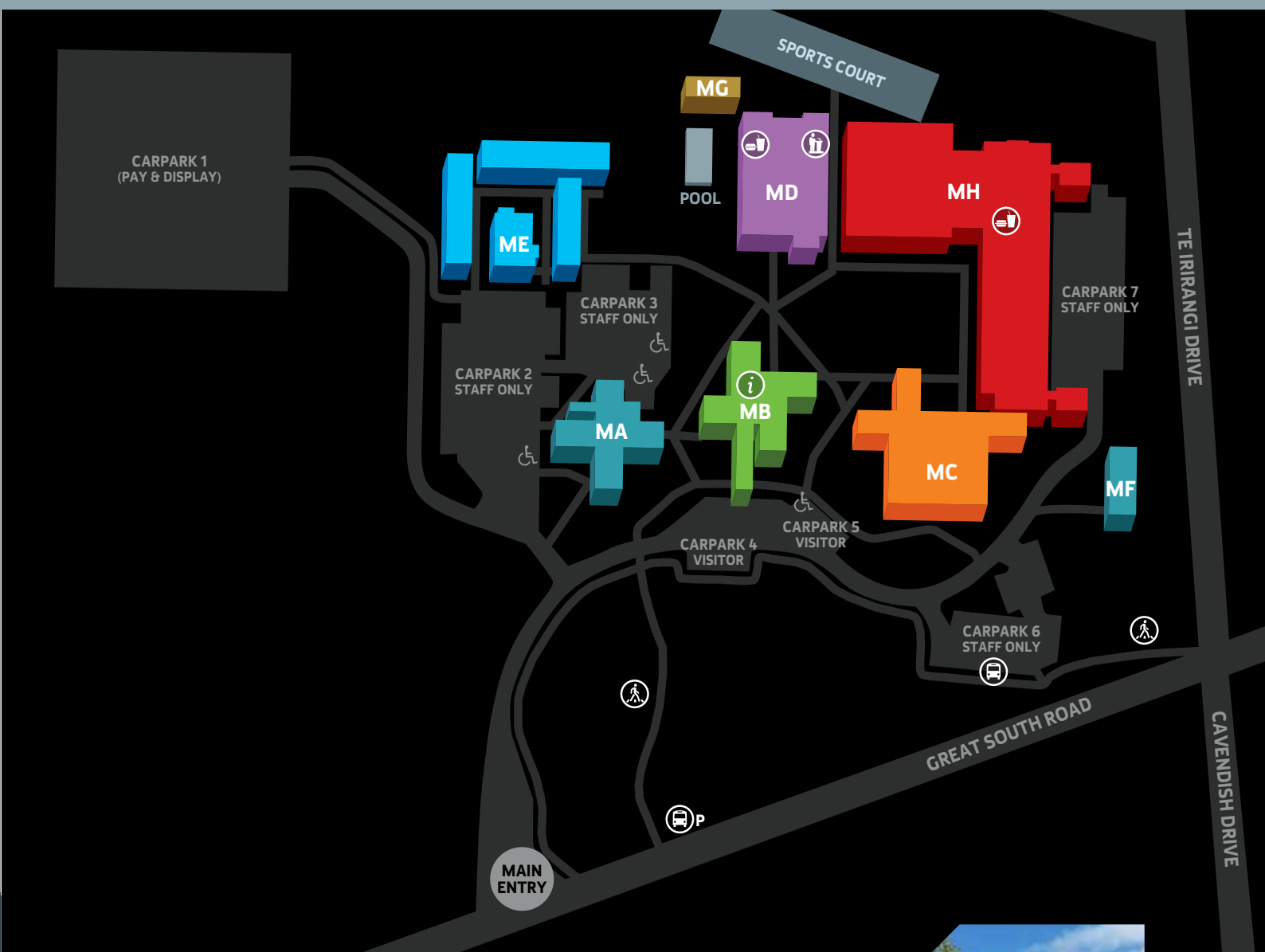
Key

-  AUT Student Hub
-  Café
-  Conference facility
-  Intercampus shuttle bus stop
-  Mobility parks
-  Student lounge
-  Gym
-  Library
-  Creche
-  Breastfeeding and baby change room










City Campus

55 Wellesley Street East
Auckland Central



Key

-  AUT Student Hub
-  Café
-  Conference facility
-  Pedestrian access
-  Intercampus shuttle bus stop
-  **P** Public bus stop
-  Mobility parks

South Campus

640 Great South Road
Manukau, Auckland





0800 AUT UNI (0800 288 864)

Auckland University of Technology
Auckland, New Zealand
www.aut.ac.nz

Enquire now
www.aut.ac.nz/enquire

CITY CAMPUS

55 Wellesley Street East, Auckland Central

NORTH CAMPUS

90 Akoranga Drive, Northcote, Auckland

SOUTH CAMPUS

640 Great South Road, Manukau, Auckland

Connect with us now:



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