



# AUT

AUT BUSINESS SCHOOL

CONNECTING  
STUDENTS, BUSINESS  
AND COMMUNITY





## CONTENTS

FOREWORD	03
AT A GLANCE	04
ADVISORY BOARD	06
LEARNING AND TEACHING	08
CO-OPERATIVE EDUCATION	08
MASTER'S DEGREES FOR BUSINESS PROFESSIONALS	09
INTERNATIONAL CONNECTIONS	10
RESEARCH THAT MATTERS	11
GET INVOLVED	12
CONTACT INFORMATION	17

## FOREWORD

Engagement with business, the professions, and the broader community is a defining feature of the AUT Business School. This engagement is integral to our contribution to New Zealand business and society and is of great benefit to our students as they prepare to enter the workforce.

Embedding engagement with industry into our education activities in a systematic way places the school at the forefront of education in New Zealand.

Industry interaction ensures that our curriculum is up-to-date and aligns with our commitment to successfully graduating students with a desirable skillset and knowledge base into the competitive marketplace.

Further, it allows our research to have impact on business as well as within academic circles, as we explore issues of relevance and advance collective knowledge in a wide array of business-related fields.

These relationships contribute significantly to the school achieving its vision of real world relevance with impact and AUT's mission of great graduates.

For the business community, the school provides access to thought leadership, a repository of research and consultancy expertise, high-calibre graduates, a strong student body who can undertake industry-based projects and the opportunity to help shape the development of future leaders through providing input into our curriculum.

The mutual benefits for the business community and the school are significant. I look forward to enhancing the already substantial connections we have.

On the following pages you'll find many ways you can engage with the AUT Business School. Take a moment to discover what is possible – and if you have any further ideas, please get in touch.

The connection starts here.

**Professor Kate Kearins**  
Pro Vice-Chancellor and Dean



# AT A GLANCE

**TOP 1%**  
UNIVERSITIES  
WORLDWIDE

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

**#1** IN NEW ZEALAND  
FOR  
**INTERNATIONAL  
OUTLOOK**

**5/5** **QS STARS 2023-25**  
For Employability,  
Environmental Impact,  
Facilities, Internationalisation,  
Research & Teaching



**TOP 50**  
WORLDWIDE  
Young University

**TOP  
RATED  
FOR  
ACADEMIC  
TEACHING**

WHERE IN THE WORLD ARE OUR  
BUSINESS GRADUATES?



## GLOBALLY RANKED SUBJECTS



## ADVISORY BOARD

The AUT Business School Industry Advisory Board helps ensure the business school's relevance to and connectedness with industry.

Through the broad local and international experience and perspectives of its members, the Board:

- Provides strategic advice on the business school's vision and direction;
- Informs on trends in business practice and employment;
- Advises on initiatives to enhance the student experience and learning outcomes, through staff and/or student engagement with business and the community.

### DEAN'S INDUSTRY ADVISORY BOARD

**Alin Ungureanu**

CEO of Chelmer Limited

**Professor Alireza Tourani Rad**

Deputy Dean and Associate Dean Research and International, AUT Business School

**Danica Hape-Tiria**

Head of People & Culture, Tower Insurance

**Gary Blick**

Chief Economist, Auckland Council

**Professor Kate Kearins**

Pro Vice-Chancellor and Dean, AUT Business School

**Kate Tulp**

Country Manager, ServiceNow

**Lisa Tai**

Partner and P&S Peau Lead, Deloitte

**Llori Valenzuela**

Director of Equipment and E-commerce, Les Mills International

**Matt Knight**

Founder & Managing Director, Sharedspace.co.nz

**Meriem Beveridge**

Head of Resourcing, Air New Zealand

**Monica Briggs**

CEO of Child Cancer Foundation

**Peter Vial**

Group Executive, NZ and the Pacific, Chartered Accountants Australia and NZ

**Richard Catherall**

Innovation Investment Manager, Auckland Council

**Santiago Aon**

General Manager, Product Portfolios, Fonterra

**Vena Crawley**

Independent Director/Executive/Entrepreneur



## LEARNING AND TEACHING

The AUT Business School focuses on providing programmes that will equip students with the skills, knowledge and values needed to negotiate complex, changing and uncertain work environments. This is done through programmes that combine opportunities for the development of both deep specific discipline knowledge, a breadth of interdisciplinary understanding, together with the development of skills such as agile thinking, collaboration, creativity and digital literacy.

Driving compelling educational programmes requires us to be focused on the kinds of learning experiences that will equip our graduates to thrive in dynamic and uncertain futures. AUT's Business School has a deliberate focus on providing learning experiences and assessments that mirror the complex work environments our students are moving into. This kind of learning requires a deep engagement with industry and our communities to ensure relevancy and currency. We engage our students in solving real and messy problems throughout their study, from the first semester to their capstone experience, and challenge them to hone their skills in generating workable solutions. In doing so, our students use current and emerging industry tools, both for conducting analysis to produce relevant insights, and to communicate these insights with impact and influence.

Their work throughout generates outcomes that have an impact beyond the classroom.

To help facilitate this kind of impact, we work to actively involve industry and the community at all levels, and in a variety of ways. We engage with our partners to develop real-world case studies and scenarios to solve. We invite partners into the classroom to share their insights on practice. We create opportunities for our students to visit industry, to see first-hand how classroom concepts translate in context. Students in all programmes can participate in industry projects, placements and internships in New Zealand and overseas. This kind of learning produces graduates who are agile, resilient and creative, and can better put into practice the kind of analysis and complex communication required of them as professionals, consumers and citizens in a global environment.



**Fiona Hurd**  
Associate Dean Academic

## CO-OPERATIVE EDUCATION

Co-operative Education remains the largest and most successful programme of its kind in New Zealand, distinctive in its design and scale.

Businesses and other organisations can offer work experience to final-year Bachelor of Business students through our Co-operative Education placement programme. Co-operative Education is a key point of difference for our Bachelor of Business undergraduate degree and has strong support from employers and industry.

Co-operative Education gives you access to talented and motivated final-year students. The placement enables them to apply their classroom learning to the complexity of the business environment, developing their professional practice and skills. The nine-week placement can be completed in New Zealand or overseas.

Typically, students undertake a role or project assigned by a business. Many employers find Co-operative Education placements an ideal opportunity to recruit the best graduate talent.

## MASTER'S DEGREES FOR BUSINESS PROFESSIONALS

The MBA and Professional Master's programme curricula are frequently rebalanced to respond to the shifts that are occurring in all facets of business and society. Our programmes are influenced by industry leaders and informed by research, providing our graduates with a competitive advantage and the ability to add immediate value to any organisation.

Embedded in our MBA and Professional Master's programmes is an opportunity for students to make a real and meaningful difference in business and the community, through an applied project. Our lecturers bring a wealth of knowledge and insight into the classroom to support this project, calling upon their distinctive combination of academic qualification and business practice experience.

Students also benefit from extensive networking opportunities with business and peer learning with fellow students from a range of disciplines and backgrounds. We also have an active and vibrant alumni network that provides potential future development and business opportunities.

Both the MBA and the Professional Master's programmes respond to the greater demand for flexibility in study pathways. There are postgraduate certificate and diploma options available (which can be completed in as little as eight months full-time study), which provide a pathway into the master's degree.

### MASTER OF BUSINESS ADMINISTRATION

Our MBA is internationally recognised and continues to attract high performing students who seek to develop their leadership and business decision-making skills further. What makes our MBA programme so attractive to students is the practical learning outcomes that they can immediately apply to their business or organisation. We also offer one of New Zealand's most flexible programmes, with multiple start dates each year and a flexible curriculum structure.

### PROFESSIONAL MASTER'S DEGREES

We have an extensive portfolio of master's degrees which can be completed full-time in as little as 12-16 months. Students may choose from:

- Master of Applied Finance
- Master of Business Management
- Master of Marketing
- Master of Professional Accounting
- Master of Supply Chain Management

The Director of the MBA and Professional Master's programme and his team would welcome meeting you to discuss study options, or opportunities for applied business projects, and engagement of business practitioners as guest speakers.

## RESEARCH THAT MATTERS

### IMPACT THROUGH COLLABORATION AND ENGAGEMENT



## INTERNATIONAL CONNECTIONS

The AUT Business School has international partnerships with leading business schools in Europe, Asia and North America.

Through our connections to schools in Canada, the USA, Germany, France, the UK, Singapore, Japan and other countries, AUT students and academics stay in touch with the latest developments in business thinking.

Our highly successful student exchange programme has been running for over 20 years. Our partner universities have been carefully evaluated for their compatibility with our business programmes, and for the support services they provide for exchange students. We are in regular contact with our partners to ensure that help is always available to our exchange students when required.



### COLLABORATION

AUT Business School collaborates with industry, corporate and government partners to co-create meaningful knowledge and impact.



### ENGAGEMENT

We work to align university and partner aspirations by engaging our multi-disciplinary research teams in research projects and long-term research programmes. Our academic researchers are experts in their fields, and partnerships provide postgraduate research students and new and emerging researchers opportunities to develop research skills.



### IMPACT

Our research outcomes impact the real world by adding value to organisations and improving society. The evidence of the fast pace of our knowledge creation is in the yearly increase in the number of high-quality peer-reviewed articles published.

#### Recent research collaborations include:

- Accounting and Finance Association of Australia and New Zealand (AFAANZ)
- Auckland City Council
- Broadcasting Standards Association (BSA)
- Health Research Council (HRC)
- Internet NZ
- Marsden Fund
- MBIE National Science Challenge
- Ministry of Business, Economics and Enterprise (MBIE)
- Ministry of Culture and Heritage (MCH)
- Te Whatu Ora Health New Zealand
- Ministry of Social Development (MSD)
- New Zealand Productivity Commission
- Ngā Pae o Maramatanga (NPM) University of Auckland
- Te Ara Ahunga Ora Retirement Commission
- Te Puni Kōkiri (TPK)
- Te Taura Whiri I te Reo Māori
- The Michael and Suzanne Borrin Foundation
- The National Science Challenges: Science for Technological Innovation
- Worksafe NZ

#### Research institutes and centres:

- New Zealand Work Research Institute
- Auckland Centre for Financial Research
- Centre for Occupational Health and Safety Research
- Accounting for Social Impact Research Group
- Gender and Diversity Research Group

#### Research disciplines:

- Accounting
- Business Information Systems
- Economics
- Finance
- International Business, Strategy and Entrepreneurship
- Management
- Marketing

## GET INVOLVED

### BUSINESS CAREERS EXPO



The AUT Business Careers Expo bridges the gap between study and work by connecting industry and students. It is an opportunity for students to meet industry and see what roles and career pathways they can look forward to after graduating.

It's free to register your business for a stand at our career expos, and you'll meet hundreds of potential employees. Career expos are a key feature on our students' calendar – as well as an essential event in your recruitment campaign as an employer.

### EMPLOYER PRESENTATIONS

Promote your brand, culture, recruitment processes, or deliver workshops for students to develop desired industry skills and knowledge. The presentations can also include a networking component following the formal presentation to allow our students to network with the organisation.

### TALENT PIPELINE

Are you looking for fresh talent for your business? We'll connect you with AUT's highly skilled students and graduates and boost your company's profile on campus.

Our skilled AUT Talenthub team can take the hard work out of the recruitment process by screening and shortlisting talent for your role. We'll create your job ad, promote it, receive applications, and interview students/graduates before giving you a shortlist of candidates.

### CO-OPERATIVE EDUCATION

Workplace experience is an essential part of our Bachelor of Business and ensures that our students are ready to hit the deck running in their chosen careers. Co-operative Education is a 9-week work experience activity that all AUT business students must undertake to complete their degree.

Students gain work experience in a designated role or work to achieve a project. Students can deliver on those nice to have projects you never have the time to complete.

### INTERNSHIPS – LOCAL AND GLOBAL

We'll advertise your internship role to third-year students, and they'll complete the internship in the year after their final year of study. For our international intern partners, we help cover the cost of their flights and visas by awarding an AUT Talenthub International Scholarship.

### TOP SCHOLARS

The Top Scholar Awards recognise high academic achievement, hard work and determination. These graduates, consistently achieved exceptional academic results in their chosen field, represent the elite among their cohort – with high-level critical thinking, creative problem-solving skills, and communicative capabilities.

AUT's top business school scholars are honoured at the annual Top Scholars event. Access this influential group by supporting the awards function and gaining exclusive access to our outstanding graduates.

### BETA GAMMA SIGMA



Beta Gamma Sigma (BGS) is the international business honour society that recognises top-performing students worldwide from AACSB accredited business schools. The core objectives of BGS are to encourage and honour academic achievement, develop BGS members as student

and professional leaders, foster a commitment of honour, integrity, pursuit of wisdom and service, and connect BGS student and alumni members for professional development.

Access this influential group by supporting the annual ceremony induction and gaining exclusive access to our outstanding graduates.

### COLLABORATE WITH US ON EVENTS

The AUT Business School stages conferences, presentations, workshops, panel discussions and functions. Work in partnership with us to bring together industry leaders and academic expertise. Alumni, students, industry and academic staff can be the first to hear about emerging initiatives and the latest research findings.

Your team can also attend our events for free, send your team along for professional development, or join in as a panel or speaker. The Great Graduate Speaker Series and the Career Advantage series is open to all alumni, partners and colleagues.

### APPLIED BUSINESS PROJECTS



The applied business project is a capstone experience for students undertaking a Professional Master's degree in applied finance, business management, marketing, supply chain management or professional accounting. The applied project integrates the knowledge students have gained while studying for their master's degree, developing the skills needed to conduct applied research and implementing this to relevant theory to issues and problems.

We ask organisations to present a business or strategic problem to our students relating to one of the Professional Master's subjects.

The top individuals and teams present their findings back to the organisation.

### GUEST LECTURES

Have your top specialists join us in the classroom to share their real-world experience and expertise. Students learn from real-life experiences; hearing the journey of successful industry experts and relating it to their course curriculum helps connect the dots between education and industry.

AUT Business School teaches myriad disciplines. All facets of your business can engage and present. Our industry contacts find this is a great way to build confidence in public speaking and developing their own professional skills.

### OFFICE TOURS/SITE VISITS

Host our business students at your office to share insights into your people and organisation. Students enjoy engaging with business leaders and professionals off-campus. Hosting an office tour and presentation is an excellent opportunity to introduce students to the workplace and hear from staff about their career journey.

### ADVISORY BOARDS

Our Industry Advisory Board and International Alumni Advisory Board helps ensure the business school's relevance to and connectedness with industry. Through its members' broad local and international experience and perspectives, the Board provides strategic advice on the business school's vision and direction, informs on trends in business practice and employment, and advises on initiatives to enhance the student experience and learning outcomes.

If you are looking for advisory board experience, share your expression of interest with Melanie Barr.

## GET INVOLVED (continued)

### EMPLOYER SCHOLARSHIPS



Your company can offer scholarships in a specific subject area with full naming rights. The scholarship could involve paying a student's tuition fees, offering work placements during the holidays or part-time work throughout the year, or business mentoring. Current scholarships include the TPT Group Business Scholarship and the China Construction Bank Scholarship.

### MORNING WITH A MENTOR

Join us at a unique quick-fire mentoring session for students to meet industry leaders and alumni to discuss the skills needed to transition from education to employment. Share your tips with the next generation of business leaders, what they need in their toolbox to succeed, what students already have at their disposal, and where hidden opportunities might lay.

### MARKETING PITCH COMPETITION

In our capstone marketing project, student teams create a mock (or real) project in anything from retail layout and store design to ad campaigns and rebranding. One of the deliverables is how students respond to and incorporate industry feedback. We consider this a critical skill for a successful marketing graduate.

We ask industry mentors to be available two times during the semester to support and advise the students on their project.

### SHADOW A LEADER



Shadow a Leader matches a secondary school student and an AUT student to shadow a business leader for a day.

This experience gives students invaluable insights into how business leaders work in the professional world and opens their eyes to the skills and attributes required to navigate a successful career in their chosen field.

Shadow a Leader activities may include strategy planning, sales, finance, or marketing meetings, client meetings, board meetings, videoconferencing, product manufacturing or factory tours, or team building.

### STUDENT CLUBS



Our students proactively self-manage business clubs. These clubs give our students the platform to sharpen their skills and build industry links. We invite you to get involved as a guest speaker, industry mentor or coach, sponsor, or simply by providing industry insights and career advice.

Your contribution will prepare our student club members for real-world expectations, and your support will act as a catalyst for their career advancement once they've graduated. Furthermore, by engaging with club executive members, you'll enjoy the stimulating company of some very bright and motivated young people.

AUT business clubs:

- AUT Accounting Association
- AUT Economics Society (AUTES)
- AUT Investment Club (AUTIC)
- AUT Marketing Space
- AUT People and Work Club
- AUT Startup Club
- AUT Sustainability Collab
- Moana Nui

### AUT BUSINESS SCHOOL LINKEDIN

We are proud to be part of a business community built on evidence, expertise and experience. Follow us on our LinkedIn page to explore the activities and achievements of our talented AUT Business School staff, students and alumni. This page allows the school to engage with our partners, alumni and students anytime, anywhere and is a place we can disseminate opportunities and share our most current research.

### CONNECT WITH ACADEMIC DEPARTMENTS



Our academic departments offer a ready source of expertise for your business to tap into. Talk to us about commissioning research, joint projects and graduate recruitment.

In our classes, you can give a presentation, join a panel, deliver a workshop – or contact us to talk about other ways you can engage with our students.

### INDUSTRY-FOCUSED AND PHD RESEARCH

Our researchers are recognised experts in their field who work in multidisciplinary teams on key research programmes that address important societal challenges and complex issues.

Our research centres and groups conduct interdisciplinary research in collaboration with business, the professions, government, and the wider community. We are proud of our strong links and are always looking for new opportunities to partner with industry, communities, and alumni.

### DIVERSITY AND INCLUSION

Diversity is essential in today's business and professional environment. By integrating diverse backgrounds into the workforce, organisations can respond more effectively to the changing world.

Among the advantages of diversity in the workplace are increased creativity and productivity, new attitudes, new language skills, new processes, and innovative solutions to complex problems.

### MĀORI AND PACIFIC ADVANCEMENT



Our Director of Māori Advancement is supporting student success through:

- Tuakana-Teina (peer support)
- Tūhononga (networking)
- Takiwā Māori (a designated space)

This strategy encompasses programmes that will empower Māori students to find and utilise appropriate support services, engender whanaungatanga (kinship) across the Māori student community, and celebrate the successes of Māori alumni, past and present.

## GET INVOLVED (continued)

Engagement with industry will support Māori students:

- To succeed in their studies and professional aspirations
- To contribute, and equally benefit from, support systems for and with their peers
- To affirm their unique and distinctive cultural identity as Māori

### EMPLOYABILITY FOR ALL

To enhance the professional currency of our academic and professional staff and the employability and work readiness of our graduates, we provide opportunities for them to engage with alumni, community, government, professions, and other business partners.

As well as connecting these people through regular events, we enable the movement of staff and students into the wider community. We engage with alumni in ways that engender their ongoing loyalty and support.

### ALUMNI

Alumni are one of our largest stakeholders and a key conduit to deepening engagement and partnerships with industry. Our extensive network of 30,000+ alumni consist of dynamic business practitioners who are across a myriad of industries.

Tapping into this network could add immediate value to your business and unlock significant potential.

AUT's alumni community provides graduates with opportunities to connect with each other, the University and be inspired by their peers, through the following alumni distribution channels:

- Alumni website
- Insight magazine
- eDM communications
- WeChat
- LinkedIn



## ONE POINT OF CONTACT FOR YOU AND YOUR ORGANISATION

**Our Partnerships team can assist you and your organisation with any questions or suggestions you have about working with the AUT Business School.**

**We invite you to get in touch.**

### CONTACT INFORMATION

**Melanie Barr**  
Partnerships Director  
P (09) 921 9336  
M 021 242 1197  
E [melanie.barr@aut.ac.nz](mailto:melanie.barr@aut.ac.nz)

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Level 10, WF building, 42 Wakefield St,  
Auckland 1010

Postal address:  
AUT City Campus, Private Bag 92006,  
Auckland 1142



SHADOW A  
LEADER

INDUSTRY  
ENGAGEMENT  
EVENTS

Recruit  
GRADUATES

APPLIED  
projects

Employer  
Scholarships

Guest  
SPEAKERS

Alumni

INTERNATIONAL  
WORK  
PLACEMENTS

MBA

## HOW TO CONNECT WITH THE AUT BUSINESS SCHOOL

Contact us with any questions or  
suggestions you have about working  
with the AUT Business School.

**Melanie Barr**  
Partnerships Director

 (09) 921 9336 or 021 242 1197

 [melanie.barr@aut.ac.nz](mailto:melanie.barr@aut.ac.nz)

COMMISSIONED  
research

EMPLOYABILITY  
WORKSHOPS

Student  
CLUBS

PROFESSIONAL  
MASTER'S  
DEGREES

Student  
mentor

CAREER  
EXPOS

Sponsorships

CUSTOMISED  
ACTIVITIES

Advisory  
BOARD

Co-operative  
education

X-Challenge