

BUSINESS & ECONOMICS

UNDERGRADUATE PROGRAMME GUIDE
2019

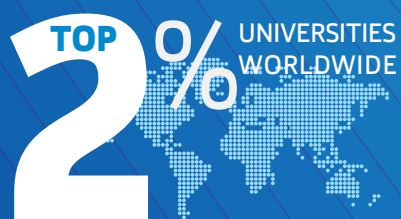
AUT



AUT graduates have work
experience where they apply
their learnings



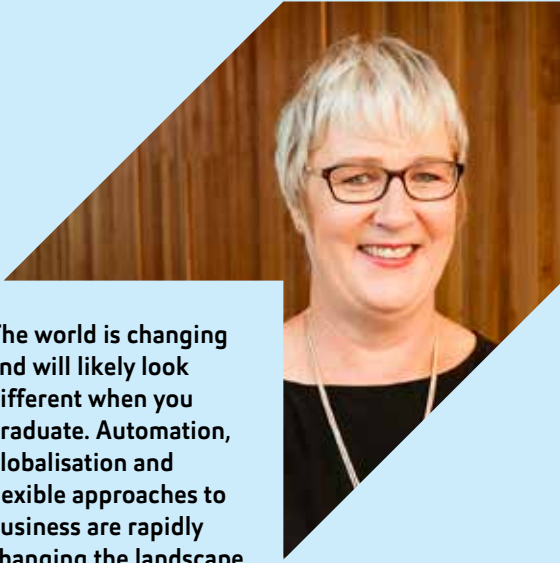
EMPLOYABILITY
QS STARS 2017/18



Accounting & Finance **TOP 150**
Business & Management Studies **TOP 300**
Economics & Econometrics **TOP 400**



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 a new, vibrant 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.

Contents

Course information

Bachelor of Business

- 08 Overview
- 12 Accounting
- 13 Business Information Systems
- 14 Design
- 15 Economics
- 16 Entrepreneurship and Innovation
- 17 Finance
- 18 Human Resource Management and Employment Relations
- 19 International Business
- 20 Management
- 21 Market Insights: Marketing, Advertising, Retailing, Sales
- 22 Sustainable Enterprise

23 Certificate in Business

24 Certificate in Business Studies

25 Graduate Diploma in Business and Graduate Certificate in Business

32 Overview of our postgraduate qualifications

About AUT

- 02 AUT's faculties and schools
- 03 Qualifications and study pathways
- 04 Why study business and economics at AUT?
- 27 International exchange
- 28 Clubs and activities
- 29 Student support
- 30 University life
- 40 Campus maps

Applying for your programme

- 34 How to apply
- 36 University entrance
- 38 Fees and payment
- 39 Find out more

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

Cover: 89% work experience (AUT Annual Report 2016), 5 out of 5 (QS Stars University Rating 2017/18), Top 2% (Universities New Zealand website www.universitiesnz.ac.nz)

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

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.

The information contained in this programme guide was correct at the time of print, December 2017.

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 AUHAHA

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

Colab: 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 Ngaiotanga o Ngā Marau Akoranga Hauora

School of Public Health and Psychosocial Studies

Te Kura Hauora Tūmatanui

School of Science

Te Kura Pūtaiao

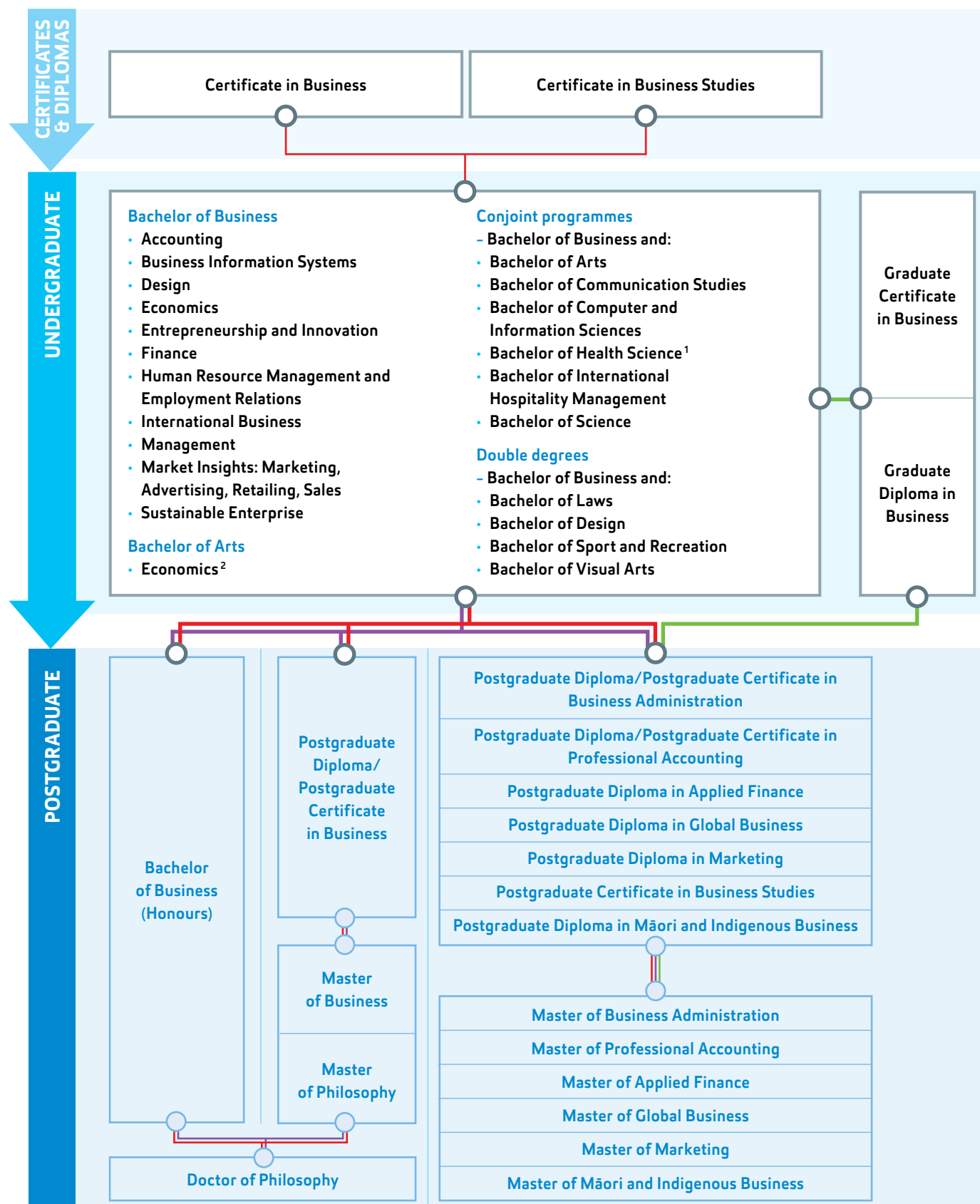
School of Sport and Recreation

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

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?



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



Changing the future of
work with our research



Rated 'Excellent' for
internationalisation
and diversity



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

Study at AUT, and you learn to apply theory to real-life problems, issues and experiences. Our teaching approach and learning opportunities will help develop your creativity, critical thinking, problem solving, collaboration, and communication skills – key skills that employers tell us they're looking for. Our class projects mirror the complex work and social environments you'll encounter as a professional in your future career. You'll learn in a combination of large lecture theatres, as well as smaller classes, workshops and studio spaces.

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 adding a minor or a major from another AUT programme to your business degree.

Creating career-ready graduates

A unique part of our Bachelor of Business is the final-year workplace experience; a work placement in an organisation of your choice. 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 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 QS rankings place us in the top 2% of universities worldwide. Our accounting programmes are also accredited by leading professional bodies, and our finance programmes are recognised by the CFA institute.

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:	25 Feb & 15 July 2019



Jeremiah Chia

Co-Founder and Lead Consultant, JC Associates & Co LLP, 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. I'm from Singapore, and I had always planned to do my undergraduate studies overseas. I chose AUT because it's 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 co-founder of JC Associates, 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 JC Associates, and helping my clients with compliance and statutory filings."

Gain a solid understanding of how businesses operate and the key issues you will face as a future decision-maker in business. Your study is informed by the latest business research and relevant industry examples, and your final year includes invaluable workplace experience in an organisation of your choice or an applied project. 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

Preferred 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 currently covers

In this degree you can focus on:

- Accounting
- Business Information Systems
- Design
- Economics
- Entrepreneurship and Innovation
- Finance
- Human Resource Management and Employment Relations
- International Business
- Management
- Market Insights: Marketing, Advertising, Retailing, Sales
- Sustainable Enterprise

A review and refresh of the Bachelor of Business curriculum is currently underway to ensure this degree continues to give you the best foundation for your future career. Changes are expected to take effect from Semester 1, 2019. More details will be communicated as soon as they're available.

Part 1

You take five core papers that cover fundamental business concepts:

- Business in Context
- Management and Organisation
- Economic Principles 1
- Accounting for Decision Making
- Quantitative Methods for Business

You also complete two of the following papers (or papers from any other AUT degree):

- Business Information Systems
- Design for Business and Society
- Economic Principles 2
- Introduction to Entrepreneurship and Innovation
- Introduction to Finance
- Law for New Zealand Business
- Leadership for Sustainable Enterprise
- Marketing, Advertising, Retailing, Sales: Positioning in an Omni Environment

Part 2

You develop in-depth skills in an area of business, as well as papers from a range of other disciplines, either within business or from another AUT degree.

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 or complete an applied project, bringing together your learning and gaining valuable experience.

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 a B grade average across all papers and do papers from each degree every year.



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



Afra Abdeen

Assistant Sustainable Business Manager 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

"When I finished my AUT degree, I knew I wanted to be in the sustainability space. I've always been especially interested in social enterprise and the concept of sustainable business. I can speak the language of a corporate and social entrepreneur, so I wanted a role where I could work with corporate business to achieve the goals of social enterprise and change business as usual. 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."

Bachelor of Business

Overview continued



QS STARS

For Employability, Facilities,
Inclusiveness, Internationalisation
and Teaching



Tri Huynh

Digital Planner, Mediaco
Bachelor of Business in Management
and Marketing

"I came to AUT as an international student from Vietnam, and I loved that we had many group projects where we could apply the theory to the real world. For one project, we had to build our own business and then test if we could make any profit from our business idea. Our group decided to create an advertising agency, and I loved being able to build this agency from scratch and then run it, all within only six weeks. I loved this experience so much that my first job after university was in advertising, and I've now been working in the marketing and advertising industry for more than eight years. As a digital planner, I'm responsible for researching, planning and optimising advertising campaigns on digital channels, helping our clients meet their business objectives and build their brands. I love it because of the flexibility and the effectiveness of the channel."

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 (subject to availability).

AUT encourages early application. Places are limited.



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

Workplace experience

Study with us and you not only learn academic knowledge related to your specialist subject area but also gain valuable experience of the wider world. Workplace experience is at the heart of our Bachelor of Business.

This highly successful programme gives you a great start for your career 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:

- Air New Zealand
- ASB
- Auckland Council
- Auckland District Health Board
- Audit NZ

- Colenso BBDO
- Coca-Cola Amatil New Zealand
- DDB
- Deloitte
- EY
- Grant Thornton
- Green Cross Health
- KPMG
- Progressive Enterprises
- PwC
- Spark
- Sovereign Insurance
- The Warehouse Group
- Vodafone NZ
- Waitemata District Health Board

Applied Project

You can also choose to conduct an applied research project to gain experience in your desired field. Your applied project can be on any topic that interests you or address a problem an organisation needs a solution to. The applied project is a great way to gain essential experience if you're thinking about moving into further study.

Recent applied projects have included:

- Competition and change in print media
- Domestic and international tourism activity
- Digital technology in emerging markets
- Financial practices of lawyers in New Zealand



Dameon Arendse

Procurement Graduate, Ministry of Business, Innovation and Employment
Bachelor of Business in Management

"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. I was quite lucky because I was able to secure a place in the Ministry of Business, Innovation and Employment (MBIE) procurement graduate programme while I was still enrolled as a student, and could fulfil my workplace experience requirement through my full-time job at MBIE."



Hana Velio

Graduate Accountant,
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. It became my favourite class, and 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.

"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. I got to work with the accounts payable team, handling day-to-day expenses, entering invoices and doing my first pay-run to suppliers. I also got to sit in on their meeting with our CFO, which was the highlight of my workplace experience."

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. These broad-based skills mean that accounting graduates can start successful careers in a huge variety of roles.

What you study

Part 1

You complete five core level 5 papers (see page 8), the paper Business Information Systems and one elective.

Part 2

You gain an understanding of international regulations and practices, and how accounting supports decision-making.

Papers may include:

- Accounting Practice and Systems
- Financial Accounting for Companies
- Management Accounting
- Managerial Finance
- Advanced Auditing
- Taxation for Accounting Studies
- Advanced Management Accounting
- Current Issues in Financial Accounting
- Advanced Accounting Information Systems

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 or complete an applied project, bringing together your learning and gaining valuable experience. Recent co-operative education 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)

Business Information Systems

Do you like the idea of developing innovative systems to support business? Business information systems is the crucial area between an organisation's technological systems and its users – from software, data and business process improvements to social media operations. A well-developed information systems team is essential for the success of any business. It can improve business processes, help an organisation stay competitive, and increase efficiency, share information and make effective decisions. Skills in this area can help you play an essential role in the new world of business.

What you study

Part 1

You complete five core level 5 papers (see page 8), the paper Business Information Systems and one elective.

Part 2

You learn how to analyse and model business processes, design and implement databases, and manage projects.

Papers may include:

- Business Process Management
- Database Management
- eBusiness Management
- Enterprise Information Systems
- Information Systems Strategy and Governance
- Logistics and Supply Chain Management
- Operations Management
- Project Management

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 or complete an applied project, bringing together your learning and gaining valuable experience. Recent co-operative education placements included: Bridgestone NZ, LG Electrics NZ, Open Systems Specialists, Optimotion 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



Xaviere Murray-Puhara

Ngāti Kahungunu
Discover Graduate,
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. While I was at Air New Zealand, I made new friends and attended many networking events, thereby developing my communication and networking skills as well as beginning to build my corporate network.

"After graduating in 2015, I'm now part of Vodafone's Discover Graduate Programme, which consists of four six-month placements in different parts of the business. It's such an amazing opportunity! It means that I can work in different departments and teams, learning new skills each time, but also building on skills I've learnt 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."



Clouston Mahon

User Experience Researcher,
Schibsted Media Group, London
Bachelor of Business in Design
and Finance

"As a user experience researcher at European media giant Schibsted, I'm undertaking research in some of Schibsted's many European markets to inform the design of innovative advertising software. This involves having users test a proposed concept, and interpreting the user feedback to improve the product. I also run workshops to ideate new solutions, and work with designers and developers to deliver them. I love solving problems for people by involving them in every step of the research and design process.

"Design thinking in business is a combination of psychology, entrepreneurship and product design, and I decided to pursue this as a long-term profession. I had so many breakthrough moments throughout my studies, and the enthusiasm from the lecturers was evident and made class even more engaging.

"AUT has the courage to offer new and innovative programmes. By doing so, they can position students in emerging fields of business where they can excel locally and abroad.

"I completed my final-year workplace experience at Lightning Lab, New Zealand's first digitally focused start-up accelerator. Working as a user experience (UX) design intern, I was paired with some of the best in the industry to validate start-up ideas and develop products."

Design

Are you technologically savvy and alert to new trends? The truly progressive 21st century company embraces innovation in all aspects of its work, and no field of inquiry is as cutting-edge and future-focused as design. Read any job description or talk with any hiring manager, and one of the key skills mentioned will be the ability 'to think outside the box'. Design-led thinking is exactly this – it focuses on providing solutions to problems using creativity, technology, customer/user research, insight development and service design. Many leading companies are not only using design concepts to develop high value products, services and brands, but also use this thinking to drive their strategy and direction.

What you study

Papers currently available:

- Activating Creativity
- Co-Design
- Design for Sustainability
- Design Thinking Practices
- Strategic Design

Career opportunities

- Design manager or strategist
- Entrepreneur
- Product development co-ordinator
- Product manager
- Service designer
- Experience designer

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, such as poverty, unemployment, climate change, crime and inequality. Alternatively, they can be applied to the commercial sphere, and can address issues like domestic and international competition, consumer and firm behaviour, world trade and finance, and economic growth and development.

What you study

Part 1

You complete five core level 5 papers (see page 8), the paper Economic Principles 2 and one elective.

Part 2

You develop an understanding of how economic theory can be applied to a wide range of issues faced by consumers, businesses and governments.

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

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 or complete an applied project, bringing together your learning and gaining valuable experience. Recent co-operative education 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



Gabrielle Wymer

Planning Support Specialist,
The Warehouse Group
Bachelor of Business in Economics and
International Business

"Like many students, I wasn't sure exactly what career I wanted when I came to university. I had enjoyed economics in high school and I knew a business degree would lay the foundation for a variety of careers. I had never considered retail planning as a career, but now I encourage other economics students to look into this as a career opportunity.

"I found out about retail planning in my third year at AUT, when I interviewed for a work placement within The Warehouse Group's merchandise team. While discussing my background in economics and international business, we quickly realised retail planning was a great environment for me. My work placement enabled me to see first-hand how the fundamentals of economics were used in retail. I now use what I learned at AUT in many aspects of my job.

"There are so many opportunities and experiences at AUT. Spend a semester abroad, join a club and get involved! For me, the absolute highlight of my time at AUT was the semester I spent at San Diego State University. This experience was invaluable, and has shaped me into a well-rounded graduate. It's an opportunity I will always be grateful for."



Daniel Millward

Co-founder, Savvy Students Ltd
Bachelor of Business in
Entrepreneurship and Innovation
& Bachelor of Sport and Recreation

"I'm passionate about my job because I'm working for a company that has a vision to enrich students' lives. I strongly believe in giving back to the community and society at large. As Savvy's marketing executive and strategist, I'm responsible for devising business strategies based on market research, as well as creating, testing and implementing marketing initiatives. Every day is different, and the opportunities to grow and change are endless since it's such a young and agile company.

"I worked on creating Savvy Students Ltd during my final-year workplace experience, alongside some of my classmates. This was an essential learning experience for me. I could work on many different aspects of a new business, including strategy, marketing and product development. There are many benefits I gained from this experience, including becoming a permanent business partner in this new company as well as the opportunity to learn relevant skills that align with my passions.

"I believe AUT is the university for the changing world because it has a culture that embraces change and innovation. In a world that is progressing rapidly this is vital. The opportunity to get workplace experience as part of your degree also puts you in a strong position to begin a great career in today's competitive environment."

Entrepreneurship and Innovation

Entrepreneurship and innovation involves creating and developing new ideas into products, services, technologies, and businesses. It's a vital component in ensuring strong social and economic development. Governments around the world advocate entrepreneurship as essential for prosperity because it creates new business models, industries, and most importantly jobs. Entrepreneurship and innovation play a crucial role when it comes to creating jobs and expanding economies. Entrepreneurship and innovation can also help address social problems and environmental issues like poverty and climate change.

What you study

Papers currently available:

- Management of Small and Medium Sized Enterprises
- Design Thinking Practices
- Social Entrepreneurship
- Management of Technology and Innovation
- Activating Creativity
- Advertising Creativity
- An Event Perspective
- Facilities Development and Design
- Hospitality Entrepreneurship
- Globalisation, Innovation and Change
- Multicultural Communities

Career opportunities

- Corporate innovation manager
- Organisational change specialist
- Environmental or social entrepreneur
- Consultant for venture capital firm
- Innovation consultant

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 enterprise. Finance is a dynamic field within the modern global economy. Professionals in this field could work with anyone from small private investors in a financial advising role to guiding large companies through the process of listing their shares on stock exchanges worldwide. While many jobs are in the private sector, you could equally work in public or non-government organisations (NGOs).

What you study

Part 1

You complete five core level 5 papers (see page 8), the paper Introduction to Finance and one elective paper.

Part 2

You 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
- Entrepreneurial and Small Business Finance
- Financial Modelling and Data Analysis
- Financial Risk Management
- International Corporate Finance
- Applied Econometrics
- Wealth Management
- Advanced Data Analytics

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 or complete an applied project. Recent co-operative education 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. The BBus in Finance curriculum is based on the Candidate Body of Knowledge (CBOK) from the CFA Program and will position you well to obtain the Chartered Financial Analyst designation – a globally respected and recognised investment credential.



Matthew Delmonte

Analyst, Zolfo Cooper LLC, New York
Bachelor of Business in Accounting
and Finance

"What attracted me to AUT is its dedication to being a modern and relevant university. The personable tutorials and classroom-like atmosphere helped mature students like me bridge the gap between high school and university. There were also two lecturers that really pushed me, and got me excited about the industry I now work in.

"Through the AUT Internz programme, I secured an internship in New York City at Zolfo Cooper LLC, which was an incredible experience. I went to Manhattan and, as an intern, supported high performing restructuring groups with equity research, financial modelling, bankruptcy support and pitch book compilations. This internship has since turned into a contract role as an analyst at Zolfo.

"We engage with companies that are facing emergency room-like financial and operational distress. Whether it's a company-side or creditor-side engagement, every situation is different, and it leads to an environment of unstructured, complex problem solving.

"Rebalancing projects with their associated risks and working through complex financial issues is what I really enjoy doing. Thanks to my studies, I'm now able to reference back to conceptual theory and apply it to live situations. I have especially relied on my corporate finance knowledge, as well as the management accounting courses."



Monique Butler

Ngāti Maniapoto
Discover Graduate, Vodafone
New Zealand
Bachelor of Business in Human Resource
Management and Employment Relations,
& Management

"My final-year workplace experience was the main highlight of my time at AUT. I was lucky enough to be offered an intern position within Vodafone New Zealand's human resource team. The networking opportunities during my work placement were vital, and I was fortunate to be selected for Vodafone's 2016 Discover Graduate Programme. There were 1,500 extremely talented candidates for the 40 positions. Without the confidence my AUT business degree has given me, I don't believe I would have been able to perform to such professional standards and further my career in such a rich environment."

Employer comment

"We were fortunate enough to have Monique join us as an HR intern during her workplace experience. She really made a lasting impression on the team. She was committed, a quick learner and demonstrated the behaviours that ensure success at Vodafone, including customer focus, ambition, innovation and great people skills. Monique is now part of our graduate programme, which is a two-year programme to build our leaders of the future. Having some experience of Vodafone during the work placement certainly helped as we already had a view on her capability and potential."

**Anna McHardy, Graduate Manager,
Vodafone New Zealand**

Human Resource Management and Employment Relations

Human resources professionals are the oil between management and employees, ensuring that staff are productive, safe and developing as valued and skilled workers. Careers in human resources and employment relations encompass planning, recruitment, learning and development, health and safety, commercial law and employer/employee relations. A key aspect of this work is change management, as companies are constantly adapting to and influencing the environment in which they operate. If you enjoy finding solutions to problems, are interested in diversity and organisational culture and want to have influence with people at all levels of an organisation, then a career in human resources and employment relations could be for you.

What you study

Part 1

You complete five core level 5 papers (see page 8) and two elective papers.

Part 2

You 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
- Occupational Health, Safety and Wellbeing
- Global Mobility
- Diversity at Work

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 or complete an applied project, bringing together your learning and gaining valuable experience. Recent co-operative education 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

International Business

Managing intensifying competition driven by globalisation and technology is the key driver for the future success of countries, companies and individuals. The pace of this change is having profound effects across the economy. In New Zealand, international trade accounts for two thirds of total economic activity, and many sectors export most of their stock. International business focuses on understanding, navigating and succeeding in this increasingly complex environment. Dealing with this situation presents challenges for policy makers and organisations, and offers excellent opportunities for those who can understand and manage these issues.

What you study

Part 1

You complete five core level 5 papers (see page 8) and two elective papers.

Part 2

You gain an understanding of the international business environment, analyse business from cultural perspectives, review trade policies, and explore how businesses operate across boundaries.

Papers may include:

- Business and Culture
- International Business Environment
- International Business Management
- International Business Strategy
- Macroeconomics in the Global Environment

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 or complete an applied project, bringing together your learning and gaining valuable experience. Recent co-operative education placements included: ATS Pacific Fiji, Chrisco Hampers (Sydney, Australia), Consulate of Saudi Arabia in Spain, and New Zealand Customs Service.

Career opportunities

- Export manager
- International account manager
- International project manager
- International sales representative
- Management consultant
- National or regional trade development advisor
- Overseas buyer
- Policy and research advisor
- Regional marketing manager



Lucian Simmons

Associate - Financial Institutions,
Global Client Experience,
Westpac Institutional Bank, Hong Kong
Bachelor of Business in Finance,
Economics and International Business

"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. New York is such an amazing city, and has become my favourite city in the world.

"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."



Laura Perry

Team Support Intern,
New Zealand Trade and Enterprise,
Vancouver, Canada
Bachelor of Business in Economics and
Management

"AUT really appealed to me because of its modern edge and interactive learning environment. The content you cover is up-to-date and relevant to today's business environment, and because of the smaller class sizes, you get to personally know your lecturer and have constructive discussions with your peers. I also liked how your first year is quite broad and gives you a taste of many different areas of business before you narrow it down. AUT provides you with an opportunity to think for yourself, question and discuss industry standards, and learn about new emerging trends in the way the world does business. In addition to this, the workplace experience as part of your degree provides you with the skills to get you into the industry of your choice."

Employer comment

"Laura has a good understanding of the fundamentals of business and what it takes for a company to be successful and grow. Through this internship through the AUT Internz International Scholarship Programme she can help New Zealand companies grow their business in Canada. We're a small office looking after a geographically large market of 35 million people."

Nick Fleming, Trade Commissioner and Consul General, New Zealand Trade and Enterprise, Vancouver, Canada

Management

Do you like the idea of developing innovative ways to make businesses and other organisations run as efficiently as possible? Would you enjoy working with a broad range of professionals and technologies? If so, a career in management would be great for you. 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, which make this a stimulating and challenging career direction. 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 five core level 5 papers (see page 8) and two elective papers.

Part 2

You 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:

- Leadership for Change
- Strategy
- Stress and Resilience
- Management for Social Impact
- Managing Environmental Issues for Business

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 or complete an applied project, bringing together your learning and gaining valuable experience. Recent co-operative education 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

Market Insights: Marketing, Advertising, Retailing, 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. Businesses need staff who are confident and competent at taking an interactive, omni-channel approach to business solutions and who know how to identify customers and connect with them in meaningful ways. 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 five core level 5 papers (see page 8), the paper Marketing, Advertising, Retailing, Sales: Positioning in an Omni Environment, and one elective.

Part 2

You 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:

- Data, Information and Knowledge
- Understanding the Environment
- Communications in Marketing, Advertising, Retailing and Sales
- Attitudes, Cognition and Behaviour I
- Segments and Markets
- Strategies and Tactics
- Attitudes, Cognition and Behaviour II
- Trends and Innovations
- International Omni-channel Study Tour (limited places).

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 or complete an applied project. Recent co-operative education 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



Dane Deller

Content Manager, Moloney & Moloney Ltd
Bachelor of Business in Management and Marketing

"I liked the idea of having a degree that was flexible, and could lead to a wide range of jobs and opportunities. That's why I decided to study business. AUT prepares students well for the ever-changing world. It's modern and it teaches ideas that are current to the changing business environment. The case studies for your assignments cover issues the business world is currently facing. That's really important for learning how to keep up with global and local trends. My job now includes coming up with campaigns, shooting content on and off site, creating content for social platforms, and organising our content calendar. My days don't feel like work, which is a great position to be in."

Employer comment

"We employed Dane based on cultural fit with our wider team, the initiative he displays, and the critical thinking and confidence he brings to the table. Dane's ability to apply his degree to the work we do is highly valuable to our business. Having an understanding of how marketers think, what they're looking for and how to execute campaigns and manage clients is something Dane grows in every day, backed by the learning and knowledge he has acquired to date."

Jessica Moloney, CEO & Founder, Moloney & Moloney



Emma Harding

Sustainability Advisor,
Fuji Xerox New Zealand
Bachelor of Business in Sustainable
Enterprise and Retailing

"The great thing about working in sustainability is that every day is varied. In one day I may go on a tour of a paper mill, organise our recycling across all of our branches and then analyse data for our sustainability report. Each day I'm faced with a new challenge to help create a more environmentally and socially friendly organisation while still meeting bottom line targets. I definitely feel that studying sustainable enterprise at AUT has helped me obtain my current role for Fuji Xerox New Zealand. My learnings have helped me feel confident to bring in new ideas and have discussions with experts in the field."

Employer comment

"Emma has shown a huge amount of dedication to the business and has proven to be an asset to Fuji Xerox NZ. Her inside knowledge gained about the company since joining in August 2015 helps inform how we navigate some key business and international trends, and internal challenges ahead. Emma is an excellent communicator, both in written and oral form, and she has a depth of knowledge in the sustainability field well beyond her years and level of experience – no doubt attributable to her studies at AUT."

**Sian Flynn-Coleman, Corporate
Sustainability Manager,
Fuji Xerox New Zealand**

Sustainable Enterprise

Are you committed to sustainability? Do you want to make a difference for the environment and for people? At the heart of sustainable development is ensuring a better quality of life for everyone, now and for generations to come. Sustainable enterprise is the business of caring for people, the environment and our collective wellbeing, while still achieving economic goals. It's about the way we do business and the kind of business we are. Sustainable enterprise informs consumer choices, provides community services, drives environmental projects, and transforms organisational strategies and practices.

What you study

Papers currently available:

- Managing Ethics and Corporate Responsibility
- Climate Change and Emissions Strategies
- Economics, Natural Resources and Society
- Sustainability Accounting and Reporting
- Tourism and the Environment
- Design Thinking Practices
- Tourism Planning and Development
- Design for Sustainability
- Social Entrepreneurship
- Student Consultant Partnership Paper
- Project Management
- Leadership for Change

Career opportunities

- Sustainability champion
- Organisational change specialist
- Environmental or social entrepreneur
- Corporate social responsibility advisor
- Sustainable marketing and strategy consultant
- Corporate community liaison

Certificate in Business

CertBus | AK4740

Don't have University Entrance? 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.

QUICK FACTS

Level: 4

Points: 60

Duration: ½ year F/T

Campus: City & South

Starts: 25 Feb & 15 July 2019



David Firisua Jr

2nd-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. 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 economics and accounting. 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; combining my business skills with my background in football and connections in the sports industry."



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

QUICK FACTS

Level: 5

Points: 60

Duration: ½ year F/T

Campus: City & South

Starts: 25 Feb & 15 July 2019

Certificate in Business Studies

CertBusSt | AK1007

Do you have some work experience but don't yet have a bachelor's degree? With the flexibility of choosing four papers from within the Bachelor of Business you can gain valuable knowledge in a short period of time. 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

Preferred 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.



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

Graduate Diploma in Business

GradDipBus | AK3709

Graduate Certificate in Business

GradCertBus | AK3753

Do you have a bachelor's degree and are planning to move into postgraduate study? 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. They're 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.

Graduate Diploma in Business

QUICK FACTS

Level:	7
Points:	120
Duration:	1 year F/T, equivalent P/T
Campus:	City & South ¹
Starts:	25 Feb & 15 July 2019

Graduate Certificate in Business

QUICK FACTS

Level:	7
Points:	60
Duration:	½ year F/T, equivalent P/T
Campus:	City & South ¹
Starts:	25 Feb & 15 July 2019

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





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 of Newfoundland (Faculty of Business Administration)
- University of Ottawa (Telfer School of Management)

Denmark

- Copenhagen Business School

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)

Hungary

- Groupe ESSCA Budapest

Japan

- Ritsumeikan University (College of Business Administration)

Korea

- Korea University Business School, Seoul

Norway

- BI Norwegian Business School, Oslo

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 (School of Economics and Business Administration)

Sweden

- Jönköping University (Jönköping International Business School)

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 (College of Business)
- University of Missouri, St. Louis (College of Business Administration)
- San Diego State University (College of Business Administration)

For further information visit

www.aut.ac.nz/business/international-exchange

Clubs and activities

As a business student you can 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 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 Accounting Association

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

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

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 Management Consulting Club

Through this student-led society you can develop your skills, and represent AUT against other universities.

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



Roshen Kulwant

Bachelor of Business (Honours) student
Bachelor of Business in Economics and Sustainable Enterprise

"Put yourself out there! There are awards and grants that get passed up if no-one decides to apply for them. Speak up in class discussions and a lecturer may remember you when a potential opportunity comes their way. Sign up for clubs and extracurricular activities which force you into situations which will grow you as a person. An exciting moment for me was being asked to be a keynote speaker at the 2016 AUT Excellence in Business Support Awards. I was asked to speak about how I see the future of business for my generation in front of 600 business leaders."

Support for business students

Study with us and you can access a wide range of services designed to help business students make the most of their time at AUT. You're also assigned your own student advisor to give you the best chance at success.

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 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 Office

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

Inspiring Māori and Pasifika Success (iMAPS)

iMAPS run sessions that provide academic and pastoral support for Māori and Pacific students. Peer leaders in their second and third year at AUT help first-year students succeed in their chosen area of business. Our leaders guide and help new students transition into university life and inspire higher learning, supporting students to reach their full potential.

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

Peer Assisted Study Sessions (PASS)

Peer Assisted Study Sessions (PASS) are run in some level 5 (first year) papers to help students of all abilities gain a better grade. 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

High-achieving students may become leaders in PASS or iMAPS. 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

3rd-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. You learn a lot from being a part of the conversations."

University life

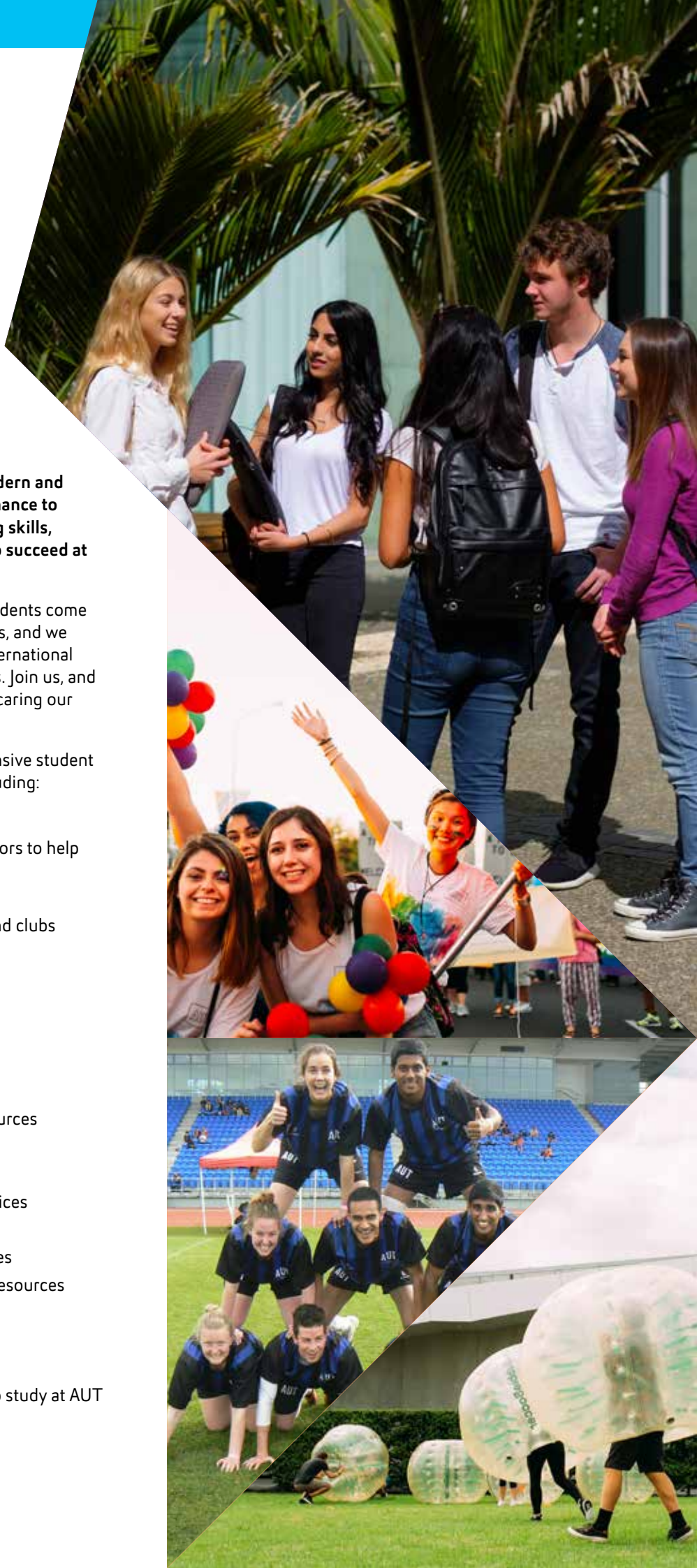
As an AUT student you study at a modern and innovative university, and have the chance to meet new people and develop lifelong skills, while getting the support you need to succeed at university and beyond.

At AUT, we celebrate diversity. Our students come from more than 140 different countries, and we have the second largest number of international students of New Zealand's universities. Join us, and you'll quickly learn how inclusive and caring our community is.

We offer some of the most comprehensive student support services in New Zealand, including:

- Orientation for all new students
- Student Hub – with dedicated advisors to help with any issue
- Accommodation on campus
- AuSM – AUT student association and clubs
- International student support
- Sport and fitness centres
- Childcare centres
- Māori student support
- Pacific student support
- Chinese-speaking student support
- Disability student support and resources
- Employability and careers support
- Student medical centres
- Counselling and mental health services
- IT support and computer labs
- Library and student learning services
- Rainbow community network and resources
- Student financial services and scholarships office

To find out more about what it's like to study at AUT visit www.aut.ac.nz



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, and immerse yourself in another culture, make lifelong friends and get international experience before you graduate.

Helping you succeed

Our library and learning support team offers a wide range of services and resources, including access to an extensive collection of print and online databases, as well as workshops to help you get a head start on your studies. Drop in any time, we're happy to help any way we can.

Easy to get help

The AUT Student Hub is the place to go for help. Located on each campus, the Student Hub provides a range of services, from academic or personal advice to questions about fees and support for our diverse student communities.

Support for first-year students

Studying at university can be quite an adjustment.

That's why AUT is proactive in helping you transition to university life. From Orientation to our peer mentoring programme where senior students share their experience with you, our student support services make a huge difference to life as a first-year student.

Top internships around the world

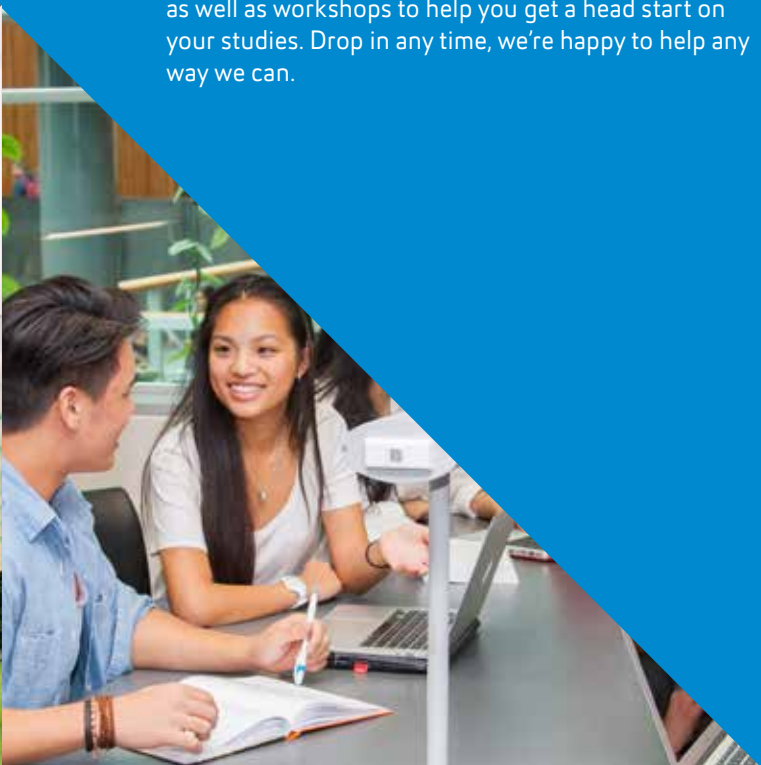
A good internship can be the foundation of a great career. That's why AUT Internz places students and graduates with top companies in NZ, Canada and the USA – including Facebook, Paramount Recording Studios, the Sundance Institute, Oxfam, the Metropolitan Museum and Westpac Institutional Bank in New 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.



Overview of our postgraduate qualifications

Research focus

Bachelor of Business (Honours)

The Bachelor of Business (Honours) is a one-year qualification that builds on the Bachelor of Business and provides a base of postgraduate coursework and research in business. Applicants are expected to have an undergraduate business degree or equivalent, with a B+ grade average or better in their proposed field of study.

Master of Business

The Master of Business is a specialist postgraduate degree in a chosen field of business. It equips you with advanced knowledge as well as critical and reflective thinking skills. It usually takes 18 months of full-time study or up to three years part-time, and involves interactive classes, independent learning and research into a topic of your choice. Applicants are expected to have an undergraduate business degree or equivalent, with a B grade average or better in their proposed field of study. The related qualifications Postgraduate Diploma in Business and Postgraduate Certificate in Business are also available.

Master of Philosophy

The Master of Philosophy is a postgraduate research degree within the domain of business. You must have an undergraduate degree and a strong research background from previous postgraduate study to apply for this qualification. The Master of Philosophy usually takes one year of full-time study or up to two years part-time.

Doctor of Philosophy

The Doctor of Philosophy (PhD) 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. Applicants must have a master's degree with first or second-class (first division) honours or a Bachelor of Business (Honours) degree with first-class honours.

Professional practice focus

Master of Business Administration

The Master of Business Administration (MBA) is a multidisciplinary postgraduate degree in business that covers the core functions of management and advanced topics in a variety of business disciplines. Applicants are expected to have an undergraduate degree or graduate diploma, or a professional qualification in a relevant discipline, plus at least five years' relevant professional experience. The MBA usually takes one and a half years of full-time study or two to four years part-time. The related qualifications Postgraduate Diploma in Business Administration and Postgraduate Certificate in Business Administration are also available.

Master of Applied Finance

The Master of Applied Finance is designed for those with a bachelor's degree in a field other than finance (with a minimum of a B- grade average in papers at level 7 or equivalent) who want to gain a postgraduate qualification and develop an advanced understanding of financial principles and practices within corporations, financial markets, and the wider economic environment. It can open up a range of career opportunities in the finance industry, as well as finance departments of larger corporations. It usually takes 12 to 16 months of full-time study or two to four years part-time, and involves interactive classes and independent learning. The related qualifications Postgraduate Diploma in Applied Finance and Postgraduate Certificate in Business Studies are also available.

Master of Global Business

The Master of Global Business is designed for those with a bachelor's degree in any subject other than international business (with a minimum of a B- grade average in papers at level 7 or equivalent) who want to gain a postgraduate qualification in contemporary global business. It can provide the foundation for a successful career in an organisation involved in exporting, investing, offshore sourcing or managing complex global supply chains. It usually takes 12 to 16 months of full-time study or two to four years part-time, and involves interactive classes and independent learning. The related qualifications Postgraduate Diploma in Global Business and Postgraduate Certificate in Business Studies are also available.

Master of Marketing

The Master of Marketing is designed for those with a bachelor's degree in a field other than marketing (with a minimum of a B- grade average in papers at level 7 or equivalent) who want a postgraduate qualification in marketing. It covers current issues and debates in marketing theory and practice, and provides you with the skills for a career as a marketing professional. It usually takes 12 to 18 months of full-time study or two to four years part-time, and involves interactive classes and independent learning. The related qualifications Postgraduate Diploma in Marketing and Postgraduate Certificate in Business Studies are also available.

Master of Māori and Indigenous Business

The growing Māori economy needs skilled graduates who can stimulate local, national and international growth. The Master of Māori and Indigenous Business is designed to give you advanced skills, knowledge and understanding of the practice and theory of Māori and indigenous business, organisations and communities. The degree is particularly tailored for those involved in Māori and indigenous business, and for those who want to enhance their understanding in this field, perhaps as business owners or managers.

The programme is part-time and delivered online in block courses throughout the year. Normally, students will take one paper during each 10-week block, completing the programme over 3 years. The programme is delivered in partnership by the University of Auckland, Auckland University of Technology, Massey University, the University of Otago, Victoria University of Wellington and The University of Waikato. There are several entry pathways to the degree and an associated Postgraduate Diploma in Māori and Indigenous Business is available.

Master of Professional Accounting

The Master of Professional Accounting is designed for those with a bachelor's degree in any subject other than accounting (with a minimum of a B- grade average in papers at level 7 or equivalent) who want a postgraduate qualification in accounting. It covers advanced accounting principles and practice within business and the wider economic environment. It's great if you want to change careers but don't have a background in accounting. It also provides the academic requirements for membership with the Chartered Accountants Australia and New Zealand (CA ANZ), Certified Practising Accountants Australia (CPA Australia), Association of Chartered Certified Accountants (ACCA) or Chartered Institute of Management Accountants (CIMA) – the pathway to become a registered chartered accountant. The related qualifications Postgraduate Diploma in Professional Accounting, Postgraduate Certificate in Professional Accounting and Postgraduate Certificate in Business Studies are also available.



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

How to apply

Below is the step-by-step guide to the applications process for domestic students.
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 2019

- Semester 1
 - apply by 3 December 2018
- Semester 2
 - try to apply by 3 May 2019

INTERNATIONAL STUDENTS

We recommend that you submit your application at least three months before the semester starts as places are limited and visa processing times can vary.

You can apply online or through an AUT approved international agent.

For more information visit
www.aut.ac.nz/international

2

COMPLETE THE APPLICATION FORM

- Apply online
- Indicate your programme(s) of choice and major (if known)
- You will be automatically assessed for all your programme choices at the same time

SUBMIT YOUR APPLICATION

WE ACKNOWLEDGE YOUR APPLICATION

- We will send you an acknowledgment email/letter, 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

FOUR 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, for example University Entrance, then this offer will be withdrawn

DECLINED If you don't meet the entry requirements or all places are taken, check our website for other study options

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

Classical Studies, Drama, English, Geography, Health Education, History, History of Art, Media Studies, Social Studies, Te Reo Māori or Te Reo Rangatira.

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/apply

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

If you are over 20 years of age you can apply through Special Admission for degree-level study without a University Entrance qualification, if you are a New Zealand citizen or resident. You must be 20 years of age on or before the first day of the semester in which the programme commences. Your ability to succeed in your chosen programme will be taken into consideration.

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 2018 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 2019 tuition fees will be advertised on www.aut.ac.nz/fees as soon as they have been set.

Domestic student fees

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

Undergraduate programmes

Fee (per year)	Approximately \$3,225.00–\$6,785.00 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 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:

- 2018 Compulsory Student Services Fee – \$627.10 for 120 points or \$5.23 per academic point
- 2018 Building Levy – \$69.60 for 120 points or \$0.58 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).

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

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 studying can be hard on your finances, and we can help students manage their money and stay within budget. We also assist students in financial hardship through food and transport grants, and provide assistance with student loans and allowances.

For more information visit www.aut.ac.nz/student_services/financial

StudyLink Sussed website

A useful financial resource is the StudyLink Sussed website. The website has handy tools, tips and information to help you plan and understand the costs you will have while studying.

Visit www.studylink.govt.nz

Find out more

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

Call or email us

To speak to one of our friendly advisors call the AUT Student Hub on **0800 AUT UNI** (0800 288 864). If you need help with your application to study at AUT, want more information or would like to order a brochure – we're here to help.

You can also email any questions you have to futurestudents@aut.ac.nz

International students should email internationalstudy@aut.ac.nz

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**.

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

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.












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



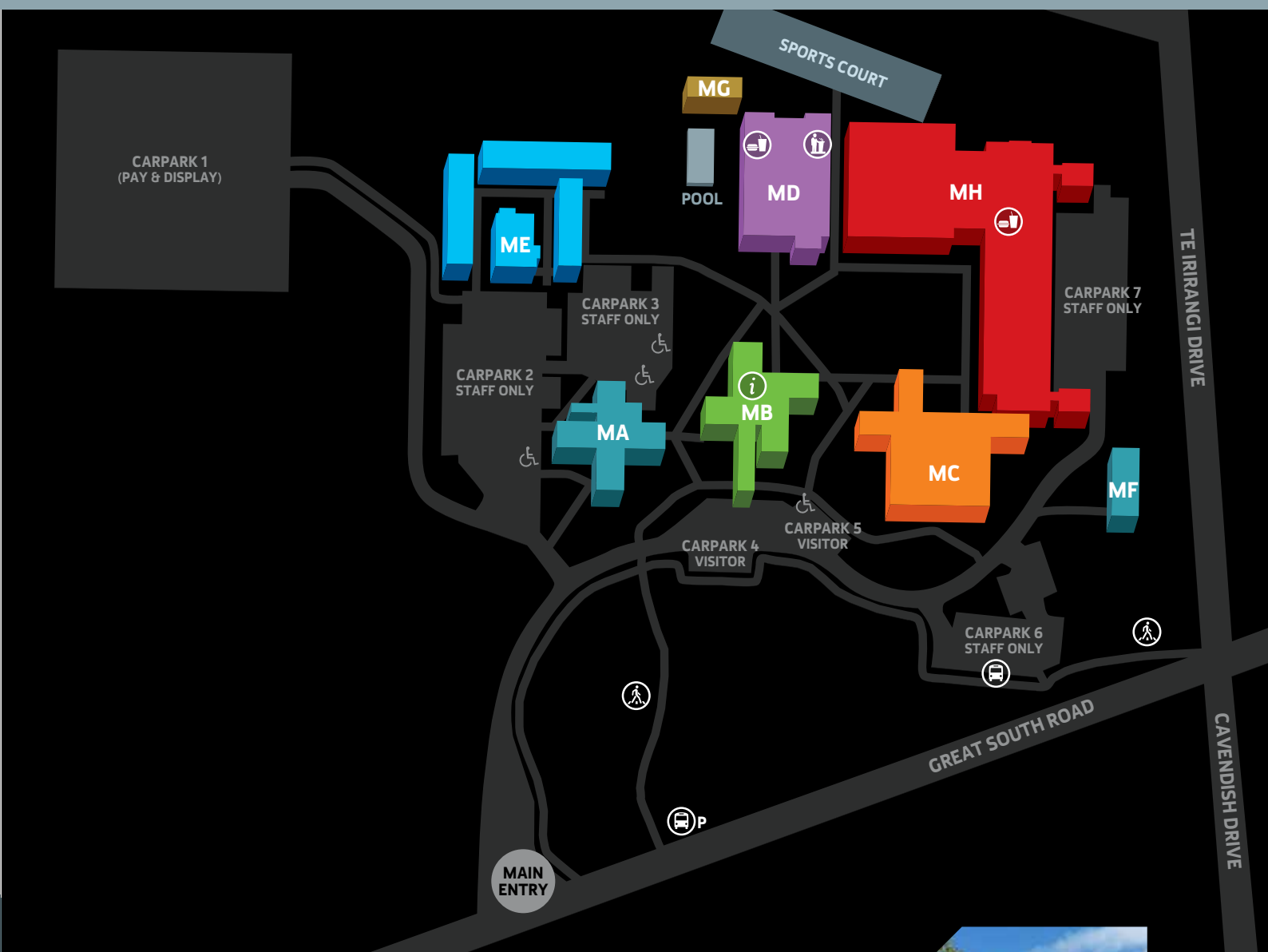
Key

-  AUT Student Hub
-  Café
-  Conference facility
-  Intercampus shuttle bus stop
-  Mobility parks
-  Student lounge
-  Gym
-  Library
-  Creche








City Campus

55 Wellesley Street East
Auckland Central





Key

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

South Campus

640 Great South Road
Manukau, Auckland



**0800 AUT UNI (0800 288 864)**

Auckland University of Technology
futurestudents@aut.ac.nz
www.aut.ac.nz

International future students

internationalstudy@aut.ac.nz
+64 9 921 9099

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:

@autuni

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