

# BUSINESS

UNDERGRADUATE  
PROGRAMME GUIDE  
2022

# AUT



AUCKLAND UNIVERSITY OF TECHNOLOGY



# FIND YOUR GREATNESS

**DENYM BIRD**  
**BUSINESS CREATOR**  
AUT GRADUATE

At AUT we know that all of our students arrive with so much potential. It's our job to help them unlock that potential and use it to find the greatness within them. For many of our graduates, it was an influential lecturer, a conversation with a student mentor, or an educational experience inside or outside the classroom that gave them clarity and opened up new possibilities.

Some of our great graduates now share their stories of how their time at AUT helped them uncover what drives them and inspired them to turn that passion into something rewarding and meaningful.

[aut.ac.nz/great-graduates](https://aut.ac.nz/great-graduates)

## 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 kawe nei i ngā

moemoeā o rātou mā

Tēnā koutou katoa

Piki mai rā, kake mai rā,

Nau mai, haere mai ki tēnei o ngā wānanga

Whakatau mai i raro i te korowai āhuru

o Te Wānanga

Aronui o Tāmaki Makau Rau

To the prestigious, the many voices

The few, the great

To those of all races and creeds

We who remain to fulfil the dreams and

aspirations of the ancestors

Greetings one and all

Climb, ascend

Embark on the journey of knowledge

Let us at AUT embrace and empower you

To strive for and achieve excellence

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

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

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

#### Cover

Top 1%: AUT is ranked in the world's top 251-300 universities (Times Higher Education World University Rankings 2021).

**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 [aut.ac.nz/calendar](https://aut.ac.nz/calendar), to ensure that they are aware of, and comply with, all regulations, requirements and policies.

International students should visit [aut.ac.nz/international](https://aut.ac.nz/international) for entry requirements and detailed application information. The information contained in this programme guide was correct at the time of print, December 2020.

# AUT's faculties and schools

AUT has five faculties and 16 schools. The light blue boxes in the diagram below show where the programmes in this programme guide sit within AUT.

## FACULTY OF BUSINESS, ECONOMICS AND LAW

TE ARA PAKIHI, TE ŌHANGA ME TE TURE

### Business School

Te Kura Kaipakihi

### Law School

Te Kura Ture

### School of Economics

Matauranga Ōhanga

## FACULTY OF CULTURE AND SOCIETY

TE ARA KETE ARONUI

### School of Education

Te Kura Mātauranga

### School of Hospitality and Tourism

Te Kura Taurimatanga me te Mahi Tāpoi

### School of Language and Culture

Te Kura Reo me te Ahurea

### School of Social Sciences and Public Policy

Te Kura Pūtaiao ā-iwi me ngā Kaupapa Tūmatanui

## FACULTY OF DESIGN AND CREATIVE TECHNOLOGIES

TE ARA AUAHA

### School of Art and Design

Te Kura Toi a Hoahoa

### School of Communication Studies

Te Kura Whakapāho

### School of Engineering, Computer and Mathematical Sciences

Te Kura Mātai Pūhanga, Rorohiko, Pāngarau

### School of Future Environments

Huri te Ao

## FACULTY OF HEALTH AND ENVIRONMENTAL SCIENCES

TE ARA HAUORA A PŪTAIAO

### School of Clinical Sciences

Te Kura Mātai Haumanu

### School of Public Health and Interdisciplinary Studies

### School of Science

Te Kura Pūtaiao

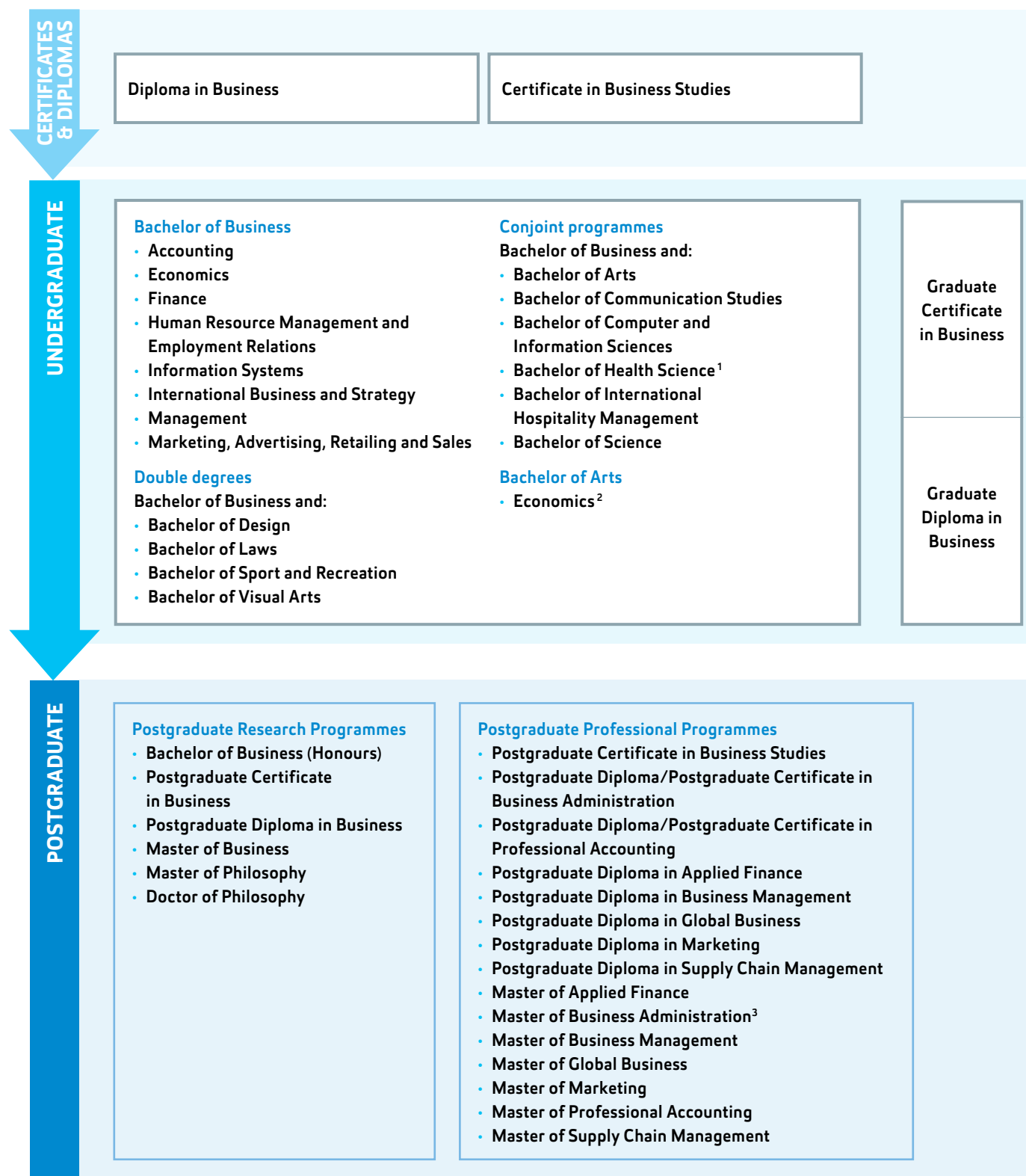
### School of Sport and Recreation

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 [aut.ac.nz/socialsciences](http://aut.ac.nz/socialsciences)

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

**Note:**

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

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

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



# WHY STUDY BUSINESS?



Ranked in the top  
300 universities  
worldwide for  
all our business  
subjects



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



Transforming business  
and society through  
our research



- 1 The AUT City Campus is in the heart of Auckland's CBD 2 We're proud of our future-focused teaching and engaging university environment  
3 Study in our modern business building and enjoy socialising in our wide-open spaces

## Creating world-ready graduates

AUT's mission is to create great graduates, and each member of our staff contributes to this. We encourage innovation and entrepreneurship, and the ability to explore new technologies, challenge routine thinking and solve problems in new ways. Our teaching approach helps you develop your creativity, critical thinking, problem solving, collaboration, and communication skills – highly transferable skills employers tell us they're looking for. Our classroom projects reflect contemporary business practice, and social impact is a core theme throughout the Bachelor of Business. You can also broaden your career opportunities by complementing your business major with one or two of our diverse range of minor subject areas. Another unique part of our Bachelor of Business is the final-year workplace experience. You can complete a work placement, an applied research project or start your own business venture before graduating.

## A global outlook

We know that to create truly great graduates, we must do more than get them ready for their career; we must get them ready for the world. We're consistently ranked first in New Zealand for international outlook by university world rankings organisations QS and Times Higher Education. Many of our academic staff were born overseas, and they often share their international experience and connections with their students. As a business student you can also 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.

## World-leading academic staff

Our academic staff are passionate about their subjects and at the forefront of their disciplines. Many of them are internationally known as experts in their fields, and organisations around the world draw on their expertise for key projects. For example, Associate Professor Felicity Lamm was appointed as the Government's chief advisor for health and safety, Professor Alireza Tourani-Rad ranks among the top 2% of finance academics worldwide and Professor Gail Pacheco's research is being used by the Government to address the gender pay gap. These are just some of the many inspiring academics you may encounter at AUT. We also partner with a wide range of business leaders and expert professionals who advise us on our curriculum and act as mentors on applied projects.

## Innovative and relevant research

AUT is ranked first in New Zealand for global research impact by Times Higher Education. Our world-class researchers work in all major disciplines in business, and in our multidisciplinary research centres. At the heart of our research is collaborative engagement with our external stakeholders in business, the professions, government and the community. Our research centres and groups include the Accounting for Social Impact Research Group, Auckland Centre for Financial Research, Centre for Occupational Health and Safety Research, Gender and Diversity Research Group, and New Zealand Work Research Institute. Our research also feeds back into the classroom, and students can contribute to and learn from our research discoveries.





Governor Fitzroy Plaza, AUT City Campus



## A world-class university environment

We're proud to be one of the world's best modern universities – Times Higher Education has ranked us as the top millennial university in Australasia and number 15 in the world. We have been a university since 2000, and are now the second largest in the country and ranked among the top 1% (251–300) of universities in the world.

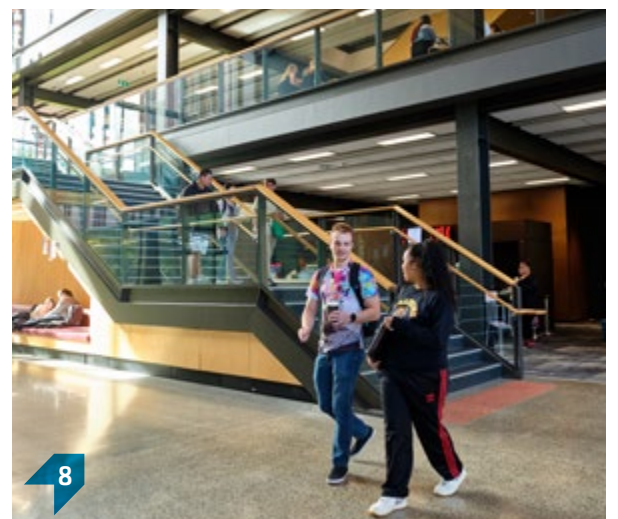
The AUT Business School is internationally ranked and recognised globally as a top business educator. AACSB International accreditation puts us among the top 5% of business schools in the world, and university rankings organisation QS places all of our business and economics subjects in the top 300 in the world. In 2020, AUT was ranked first equal in New Zealand and in the top 200 worldwide for finance by the Academic Ranking of World Universities, the prestigious ranking body also known as the Shanghai Ranking.

Our accounting programmes are accredited by leading professional bodies, allowing you to gain the academic requirements for a professional accounting qualification. As a member of the CFA Institute University Affiliation Program, our finance programme will position you well for gaining the Chartered Financial Analyst designation.

## Beta Gamma Sigma membership

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





1 Our City Campus is in the heart of Auckland's CBD 2 #newsfeed café is just one of three cafés at City Campus 3 & 6 The South Campus in Manukau is proud of its smaller classes and close ties to the South Auckland community 4 Our Business 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 7 You'll find a wide range of resources, space and support at the City Campus Library 8 You can find many flexible study areas at the AUT South Campus



# Bachelor of Business [ BBus | AK3693 ]

## Overview

### QUICK FACTS

Level:	7
Points:	360
Duration:	3 years F/T, P/T available
Campus:	City & South
Starts:	28 Feb & 18 July 2022



#### Darshni Moodley

Junior Business Analyst, St John  
Bachelor of Business in Information Systems  
and Business Management

"As information system students, we were able to get hands-on experience with a vast range of applications and software currently used in many corporate organisations. Some of these tasks included developing and coding an interactive quiz application and a fully functioning membership database system for a client to handle their everyday admin and manage both staff and customers. I also really enjoyed the workplace experience as it allowed us to go out and explore what job opportunities are available to us students. It forced us to really start narrowing down which career pathway we were most interested in and where we saw ourselves in the future. I was able to complete my workplace experience at St John and was offered a full-time position at the organisation after the completion of my Co-operative Education course."

Whether you want to work for a company or start your own business, with the Bachelor of Business you develop skills for the future of business. You'll progressively build on your knowledge, laying the groundwork for your final-year workplace experience. You also explore socially responsible decision-making and problem-solving. You learn from leading academics at an internationally accredited business school – we're among an elite group of 5% of business schools worldwide accredited by AACSB International.

### Entry requirements

#### Minimum entry requirements

University Entrance or equivalent

#### Useful New Zealand school subjects

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

#### English language requirements

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

### What this qualification covers

In this degree you can focus on:

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

#### Part 1

You take four core courses that cover fundamental business concepts:

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

You also complete four courses from your major/minor.

#### Part 2

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

#### Part 3

Workplace experience is the final part of your degree and takes place in your final semester. Refer to page 11 for details.

You also take another four courses from your major/minor.

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

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

Conjoint programmes and double degrees broaden your knowledge and opportunities, but usually don't take double the time to complete.

### Conjoint programme

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

### Double degrees

The difference between double degrees and conjoint programmes is that in the double degrees you apply for and enrol separately in each of the two degrees. If you're considering doing this, it's important that you contact AUT to discuss your plans. Double degrees can be completed either one after the other or concurrently, and you don't have to maintain a B grade average.

## Study options at the AUT South Campus

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

AUT encourages early application. Places are limited.



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



### Matthew Ryland

Graduate Accountant, KPMG  
Bachelor of Business in Accounting

"I've wanted to be an accountant since high school when I took accounting at NCEA Level 1 and started working in a family accounting business. I enjoy being able to help people who have financial problems and see them succeed. I liked AUT's modern approach, and the fact that its degrees are contemporary and practical. I was also fortunate enough to be offered an AUT Vice-Chancellor's Scholarship to support my studies. The fact that AUT offers students opportunities to network with industry professionals through events, internships and of course the workplace experience is invaluable. I completed my workplace experience at KPMG, working as an intern in the enterprise division, which focuses on small and medium business. I'm now working full-time at KPMG and am really enjoying the work. There's such a large variety of work and clients, and each day is different."



For more details visit [aut.ac.nz/business](https://aut.ac.nz/business)



## Course planner – Bachelor of Business

YEAR	SEMESTER 1	SEMESTER 2
<b>1</b> 120 points	Core course: Financial Decision Making	Major/minor
	Core course: Economics and Society	Major/minor
	Core course: Consumer and Organisational Behaviour	Major/minor
	Core course: Business in a Changing World	Major/minor
<b>2</b> 120 points	Major/minor	Major/minor
	Major/ minor	Major/minor
	Major/minor	Major/minor
	Core course: Ethics, Responsibility and Sustainability	Elective/major/minor
<b>3</b> 120 points	Major/minor	Co-operative Education or Capstone Project (60 points)
	Major/minor	
	Major/minor	
	Major/minor	

**360** points total

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

**To qualify for the Bachelor of Business, you must complete core courses and either:**

- A major and two minors from the list below OR
- Two majors

The degree is designed to provide you with specialist knowledge in your major(s) and gives you exposure to multidisciplinary study.

**For a single major choose:**

- 1 major
- 2 minors

**For a double major choose:**

- 2 majors
- 1 elective

**Majors available<sup>1</sup>:**

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

**Minors available:**

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

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

# Workplace experience

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

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

## Co-operative Education

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

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

- Auckland Council
- Auckland District Health Board
- China Construction Bank
- Colenso BBDO
- DDB
- Deloitte
- EY

- Grant Thornton
- Green Cross Health
- Jacobsens Creative Surfaces
- KPMG
- KVB Kunlun
- Progressive Enterprises
- PwC
- The Warehouse Group
- Vodafone NZ
- Waitemata District Health Board

## Capstone Project

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

Recent projects have included:

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



### Veer Khanna

Final-year student,  
Bachelor of Business in Accounting and Finance

"For my workplace experience, I worked at EY, which is one of the biggest and most prestigious accounting firms in the world. I had the opportunity to work with a variety of clients with some being multinational and NZX listed. I loved every part of it. On a day-to-day basis, I would interact with both my team and the client in regards to their financial position, making sure they were compliant with the accounting regulations and their accounts were true and fair to what they stated on their financial statements."



### Angelitsa Nekelo

Graduate Accountant, KPMG  
Bachelor of Business (Honours)  
in Accounting  
Bachelor of Business in Accounting  
and Finance

"I felt a strong sense of community and belonging at AUT, especially seeing Pacific representation throughout all levels of the university. I felt especially encouraged to succeed after seeing my lecturers commit time and effort towards students' development and achievement. It's easy to feel motivated to succeed when you have such inspirational people in your corner.

"The smaller-sized workshops we had at AUT helped to create a comfortable environment where I felt confident in participating amongst my peers. I've also enjoyed the support systems in place at AUT, specifically those tailored to Māori or Pacific students. At university it can be easy to feel isolated and overwhelmed, so I'm thankful for the opportunities and support offered throughout my undergraduate degree and into my honours degree.

"My advice for other students is to take advantage of the support and facilities in place at AUT. There are so many different opportunities and assistance being offered – be proactive and seek them out.

"I'm currently working as a graduate accountant at KPMG, and plan to become a qualified chartered accountant. Here at KPMG, I'm also a mentor in the KIWA programme, which provides mentorship and support to Māori and Pacific tertiary students interested in a corporate career. This is something I feel a sense of pride in doing, as it allows me to support the community that has helped me."

## Accounting

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

### What you study

#### Part 1

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

#### Part 2

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

Courses for the major/minor/professional accounting memberships may include:

- Accounting Systems and Analytics
- Financial Accounting
- Management Accounting
- Taxation for Accounting Studies
- Accounting Legal and Regulatory Framework
- Financial Management for Accountants
- Advanced Accounting
- Information Systems
- Advanced Financial Accounting
- Advanced Management Accounting
- Auditing
- Sustainability Accounting and Reporting
- Not for Profit Accounting and Accountability

#### Part 3

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

Recent placements include: ANZ Bank, Baker Tilly Staples Rodway, BNZ, Cigna NZ, Deloitte, DFK Oswin Griffiths Carlton, EY, PwC, Vodafone NZ, The Warehouse Group and Westpac Bank.

### Career opportunities

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

### Professional accreditation and affiliations

- Chartered Accountants Australia and New Zealand (CA ANZ)
- Certified Practising Accountants Australia (CPA Australia)
- Association of Chartered Certified Accountants (ACCA)
- Chartered Institute of Management Accountants (CIMA)



# Economics

Are you interested in making and implementing public policy? Or do you want to gain fundamental insights into how businesses operate in the wider national and global environments? If so, a career in economics is well worth your consideration. The discipline of economics is founded on the three fundamental fields of microeconomics, macroeconomics and econometrics. Concepts from these areas can be combined to form public policy responses to social issues, including poverty, unemployment, climate change, crime and inequality. They can also provide insight into the commercial sector including competition, regulation and corporate strategy.

## What you study

### Part 1

You complete four core courses (see page 8), as well as the Economic Principles course. You also choose minor or elective courses.

### Part 2

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

Courses may include:

- Microeconomics
- Macroeconomics
- Introduction to Econometrics
- Applied Microeconomics
- Applied Macroeconomics
- Applied Econometrics
- Economic Policy Evaluation
- Behavioural Economics
- Economic History
- Human Resources Economics
- Industrial Organisation
- International Trade Economics
- International Corporate Finance

### Part 3

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

Recent placements include: 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



### Jordan Sanford

Associate Portfolio Manager,  
New Zealand Treasury  
Bachelor of Business (Honours) in  
Economics with First-Class Honours  
Bachelor of Business in Economics and  
Finance

"I really felt that my lecturers and supervisors were invested in my development, and would go out of their way to provide any assistance, advice or opportunities they could. I had previously attended another university where I didn't feel engaged in the lectures and workshops. I decided to attend AUT after friends recommended it.

"One of the achievements I'm particularly proud of was being part of a team of AUT business students representing the university, and later New Zealand, in the 2017 CFA Institute University Challenge. Our team made it to the Asia Pacific semi-finals in Malaysia where we presented our research against some of the best finance schools in the region.

"Opportunities like this don't just help make your CV stand out, but also enable you to gain tangible experience and develop the soft skills employers are looking for.

"Over the summer of 2017/18, I was also part of a team tasked with writing a literature review on the economic theory of charitable giving. Along with the project, our supervisors also conducted workshops where we covered a range of topics, met with experts in the field of charitable giving and gained insight into the world of policy analysis."



### Jessica Lee

**Hong Kong**  
Financial Analyst, Guardian Trust  
Bachelor of Business (Honours)  
in Economics  
Bachelor of Business in Economics  
and Finance

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

"I chose to study at AUT because AUT is known for its strong emphasis on the practical application of theory, using case studies, problem-solving tasks, project and teamwork, and workplace experience. The academic staff lead and encourage students along their learning path, and the supporting staff provide great assistance to students.

"Throughout my studies I gained a wide range of skills, including analytic, interpersonal and time management skills. I now use these skills in my day-to-day work to assess investment schemes to ensure fund managers are doing what they promised to do.

"I now work as a financial analyst for the New Zealand Guardian Trust. Our company acts in the interests of investors by supervising the security. I enjoy the challenges of dealing with different kinds of investment schemes, and my role is a great opportunity to work with experienced people in the industry and learn from them."

## 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 manage funds to increase wealth and create jobs and growth. Professionals in this field could work with anyone from everyday people in a financial advising role to guiding large companies through the process of listing their shares on stock exchanges.

### What you study

#### Part 1

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

#### Part 2

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

Courses may include:

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

#### Part 3

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

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

### Career opportunities

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

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

# Human Resource Management and Employment Relations

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

## What you study

### Part 1

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

### Part 2

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

Courses may include:

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

### Part 3

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

Recent placements include: 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



### Dannielle Aldworth

People and Culture Graduate,  
Auckland Council

Bachelor of Business in Human Resource  
Management and Employment Relations  
& Economics

"I decided to study human resource management to be able to develop people, help them thrive and create an inclusive culture in any place I worked. At first I wasn't sure which university I wanted to attend as I had received scholarships for three different universities, but once I had researched what I wanted in a university, I realised that AUT ticked all the boxes. I know I've made the right call choosing AUT.

"I love that no day in my role now is the same! I'm really fortunate that the graduate programme allows me to rotate every six months into a different department within our people and culture team. So far, I've worked in the people advisor team, which handles all general HR queries from the business and now I'm in the business partnering team, which deals with the more strategic aspects of HR and works across a range of projects.

"There are hundreds of applications to Auckland Council's graduate programme and by being selected I felt that all of my hard work at AUT and raising my hand for everything really paid off. I'm proud of the incredible feedback I've received from my peers at Auckland Council."





### Denis Skvortsov

ICT Graduate, Auckland Council  
Bachelor of Business in Information  
Systems & Management

"The biggest highlight were the friendships I've managed to build over the course of my studies. The relationships are very important in the modern professional world, and I'm glad that I managed to establish some solid contacts. The smaller classes at AUT also enabled more direct interaction with the lecturers and made it easy to ask them any questions. Another thing I appreciated about AUT was that I had the freedom to shape my degree the way I saw fit.

"In my role now I get to contribute to some of the projects that take place around the city and help shape it for the better. Making our strategy come to fruition is very important for me and I feel extremely inspired to make Auckland the most liveable city in the world.

"My experience at Auckland Council has been very diverse, and valuable and I'm really excited about my future in this organisation. One of the highlights in my role so far was being involved in a project that focused on fitting high-speed wireless internet routers on the Auckland Libraries' mobile libraries cars. This meant bringing the internet to households that don't have internet access at home, so when the mobile library vehicle travels to such neighbourhoods, Aucklanders can use it free of charge."

## Information Systems

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

### What you study

#### Part 1

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

#### Part 2

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

Courses may include:

- Business Process Management
- Business Data Management
- eBusiness Management
- Enterprise Information Systems
- Cyber-security and Risk Management
- Logistics and Supply Chain Management
- Project Management

#### Part 3

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

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

### Career opportunities

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

# International Business and Strategy

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

## What you study

### Part 1

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

### Part 2

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

Courses may include:

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

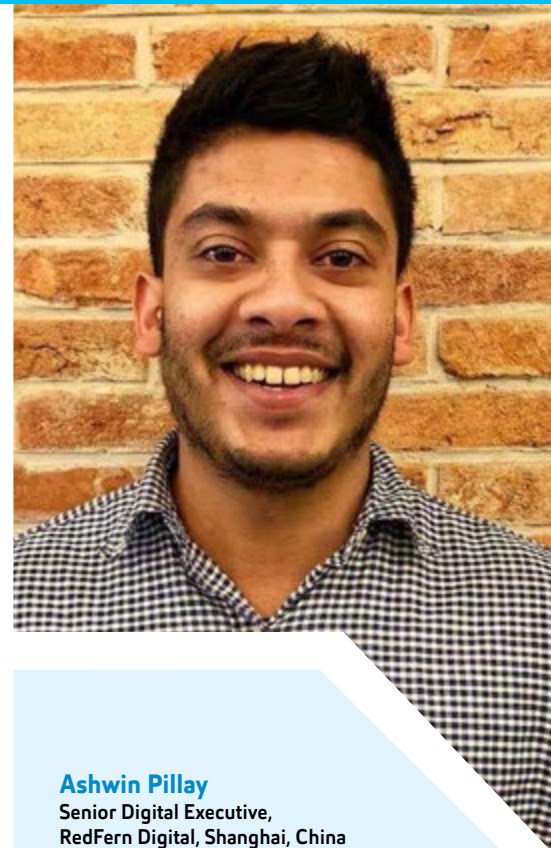
### Part 3

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

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

## Career opportunities

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



### Ashwin Pillay

Senior Digital Executive,  
RedFern Digital, Shanghai, China  
Bachelor of Business in International  
Business and Marketing

"In my final semester at AUT, I went on a student exchange to the ESSCA School of Management in Shanghai, supported by a Prime Minister's Scholarship for Asia. It didn't take long for me to realise that Shanghai was the place where I wanted to start my career – it's a cultural melting pot in China, one of the world's fastest growing economies and New Zealand's largest trading partner.

"I've now returned to Shanghai and now work as a senior digital executive for RedFern Digital. RedFern Digital is a full-service digital marketing agency that helps brands navigate the China digital ecosystem, increase their brand awareness and help convert that awareness into sales. What I love most about my role is working with different brands and categories from all over the world to achieve growth and success in one of the most difficult consumer markets there is.

"I've always had a strong interest in human behaviour and it intrigues me how brands around the world have adopted commercial strategies to take advantage of the way we consume and behave. Today, brands use an enormous number of tools, data and research methodologies to figure out how to better engage with their target consumers and drive growth. I find that super interesting."



### Macallum Burrows

Logistics Manager, Eat My Lunch  
Bachelor of Business in Management & Entrepreneurship and Innovation\*

"My lightbulb moment came in my first year at AUT, when we were learning about social enterprise in one of my first business courses. I had been aware that social enterprise was a type of business, but until that moment I hadn't realised that it could be so achievable and successful. I followed my passion and managed to complete my final-year workplace experience at Eat My Lunch. During my workplace experience Eat My Lunch then offered me the role I'm now in."

"What I love most about working at Eat My Lunch is the difference the organisation makes every day. To date, Eat My Lunch has provided over 1.5 million lunches to Kiwi kids in need. We currently give lunches to 76 schools across Auckland and Wellington, to over 1700 kids a day. Being a part of this is so rewarding."

"My highlights from AUT would be the practical approach to learning and the ability to learn in smaller groups. I also really enjoyed all the support networks AUT has in place for students. I was very lucky to be a part of the Oceanian Network and through this I helped tutor first-year students."

\*Entrepreneurship and Innovation is no longer offered as a standalone major.

## Management

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

### What you study

#### Part 1

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

#### Part 2

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

Courses may include:

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

#### Part 3

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

Recent placements include: 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 operator



# Marketing, Advertising, Retailing and Sales

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

## What you study

### Part 1

You complete four core courses (see page 8) and the Marketing Insights course. You also choose minor or elective courses.

### Part 2

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

Courses may include:

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

### Part 3

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

Recent placements include: 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
- Shopping centre manager
- Omni-channel communications manager



### Louie Hu

*China,*  
Asia Pacific Regional Marketing  
Manager, Huawei  
Bachelor of Business in Marketing and Sales\*

"In this role, I'm responsible for creating and localising the marketing strategy for our key products in the Asia Pacific region. What I enjoy most about this career, is that I'm able to think big and implement my strategies in the local market. Seeing the results from a marketing strategy I've created always gives me a sense of achievement.

"Marketing is a fast-paced and exciting industry, and I personally believe that it doesn't matter what year we're in; there will always be a need for people who can market and sell a product efficiently and effectively.

"I decided to study at AUT because it has a really good reputation for not only focusing on the theory but also helping students bridge the gap between study and the real world. As part of my studies, I also went on a student exchange to the University of Strathclyde in the UK, which was a great opportunity to broaden my horizon.

"I feel proud to have graduated from AUT and through the workplace experience that is part of the Bachelor of Business I've managed to successfully join Huawei and launch my marketing career."

\*This is now the Marketing, Advertising, Retailing and Sales major.

## QUICK FACTS

Level: 5

Points: 60

Duration: ½ year F/T only

Campus: City & South

Starts: 28 Feb & 18 July 2022

# Certificate in Business Studies

CertBusSt | AK1007

Gain valuable knowledge and sharpen your skills to enhance your career. With the flexibility of choosing four courses 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

### Useful New Zealand school subjects

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

### English language requirements

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

## What this qualification covers

You study 60 points from courses 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 [aut.ac.nz/business](https://aut.ac.nz/business)

# Diploma in Business

DipBus | AK1006

Develop a foundation in business with the one-year Diploma in Business, and gain skills in a broad range of business subjects.

You can study courses from a wide range of business subjects including accounting, economics, finance, human resource management and employment relations, information systems, international business, management and marketing.

This programme is also suitable for students who have narrowly missed UE. When you successfully complete the Diploma in Business, you can cross-credit your courses and transfer to the Bachelor of Business.

## Entry requirements

### Minimum entry requirements

- University Entrance OR
- 42 NCEA level 3 credits, including UE literacy and numeracy with:
  - 10 credits in each of three approved subjects OR
  - 12 credits in each of two approved subjects and 14 credits across two further subjects

### English language requirements

IELTS (Academic) 5.5 overall, with a minimum of 5.0 in all bands, or equivalent.

## What this qualification covers

With the Diploma in Business, you'll develop business maths, communication, interpersonal, critical thinking and problem-solving skills while studying courses of your choice.

We will help you identify what courses match your interests and will help you towards achieving your career goals.

## 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: 5

Points: 120

Duration: 1 year F/T

Campus: City & South

Starts: 28 Feb & 18 July 2022



For more details visit [aut.ac.nz/business](https://aut.ac.nz/business)

## Graduate Diploma in Business

## QUICK FACTS

Level:	7
Points:	120
Duration:	1 year F/T, equivalent P/T
Campus:	City & South <sup>1</sup>
Starts:	28 Feb & 18 July 2022

## Graduate Certificate in Business

## QUICK FACTS

Level:	7
Points:	60
Duration:	½ year F/T, equivalent P/T
Campus:	City & South <sup>1</sup>
Starts:	28 Feb & 18 July 2022

## Graduate Diploma in Business

GradDipBus | AK3709

## Graduate Certificate in Business

GradCertBus | AK3753

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

## Entry requirements

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

## English language requirements

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

## What these qualifications cover

You gain an understanding of business concepts in specific business disciplines of your choice. You can choose your courses 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 courses, of which at least five must be level 7.

## Graduate Certificate in Business

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

AUT encourages early application. Places are limited.

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



For more details visit [aut.ac.nz/business](https://aut.ac.nz/business)



# International exchange

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

## **Australia**

- QUT Business School

## **Belgium**

- Solvay Brussels School – Economics and Management

## **Canada**

- Concordia University (John Molson School of Business)
- HEC Montréal
- University of Ottawa (Telfer School of Management)

## **Denmark**

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

## **Finland**

- Aalto University (School of Business)

## **France**

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

## **Germany**

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

## **Hungary**

- Groupe ESSCA Budapest

## **Japan**

- Ritsumeikan University (College of Business Administration)

## **Korea**

- Korea University Business School

## **Norway**

- BI Norwegian Business School

## **People's Republic of China**

- City University of Hong Kong (College of Business)
- Groupe ESSCA Shanghai
- Shanghai Normal University
- University of International Business and Economics

## **Portugal**

- Nova School of Business and Economics

## **Singapore**

- Nanyang Technological University (Nanyang Business School)

## **Spain**

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

## **Sweden**

- Jönköping University (Jönköping International Business School)

## **Taiwan**

- National Chiao Tung University

## **Thailand**

- Chulalongkorn University (Faculty of Commerce and Accountancy)
- Mahidol University International College

## **The Netherlands**

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

## **United Kingdom**

- Northumbria University Newcastle
- University of Strathclyde (Strathclyde Business School)

## **United States of America**

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

**For further information visit [aut.ac.nz/international-exchange](https://aut.ac.nz/international-exchange)**

## Clubs and activities

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

### AIESEC

AIESEC is the world's largest youth-led organisation, focused on providing a platform for youth leadership development. AIESEC offers young people the opportunity to be global citizens and to gain experience and skills that matter today.

**To find out more visit** [aiesec.org.nz](http://aiesec.org.nz)

### AUT Accounting Association

The AUT Accounting Association's mission is to enrich the academic and professional experience of accounting students. Strong connections with professional bodies provide useful networking opportunities and workshops.

**To find out more visit** [facebook.com/AutAccountingAssociation](https://facebook.com/AutAccountingAssociation)

### AUT Economics Society (AUTES)

AUTES welcomes students from all disciplines and levels of experience to explore connections between economic theory and the business environment. Valuable professional networking opportunities and study sessions are offered throughout the year.

**To find out more visit** [facebook.com/autecosoc](https://facebook.com/autecosoc)

### AUT Investment Club

AUTIC aims to get students excited about a career in finance by providing a broad range of seminars, networking events, competitions, workshops, academic tutorials and social gatherings.

**To find out more visit** [facebook.com/investmentclubAUT](https://facebook.com/investmentclubAUT)

### AUT Management Consulting Club

AUT MCC enables students to take part in case competitions with national and international universities. Members gain experience in formulating and presenting strategies for real-life business cases.

**To find out more email** [facebook.com/AUTMCC](mailto:facebook.com/AUTMCC)

### AUT Human Resources and Employment Relations Club (HERC)

AUT HERC brings together human resource management and employment relations students, academics, and professionals. Networking events and guest speaker sessions provide engaging forums to explore relevant and topical issues.

**To find out more visit** [facebook.com/autherc.2018](https://facebook.com/autherc.2018)

### The AUT Breakfast Club

The AUT Breakfast Club has a strong record of attracting high profile speakers from professional and government sectors. Over breakfast, students can share views and knowledge, and discuss and exchange ideas with professional and academic attendees.

**To find out more visit** [facebook.com/AUTBClub](https://facebook.com/AUTBClub)



#### Jacqueline Liaina Tailela

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

"A Bachelor of Business can open doors to many opportunities that will definitely help our families and our communities. I always think of moving back home to Samoa at some point in life to help my family and my people back home. I chose to study at the AUT South Campus because it was just a minute away from my home. I've met a lot of great people who helped me in many different ways. AUT's friendly environment, cheerful students and supportive staff have really pushed me to do well."

# Support for business students

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

## Faculty Student Support Office

We can provide you with all the information you need while studying and can help you access all the faculty and university services on offer. We provide course advice and help you plan your individual path of study. We can sit with you at any stage of your degree to sort out any issues you might be having. We also help with enquiries about enrolment, timetables, course 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 +64 9 921 9721 or email [business@aut.ac.nz](mailto:business@aut.ac.nz)**

## Business, Economics and Law International

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

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

**To find out more email [jacklyn.lim@aut.ac.nz](mailto:jacklyn.lim@aut.ac.nz)**

## Peer Assisted Study Sessions (PASS)

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

## Become a peer leader or student mentor

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



### Man Gong

*China*

**3rd-year student, Bachelor of Business in Accounting & Marketing, Advertising, Retailing and Sales**

"As an international student, I couldn't avoid language problems, especially since I'm studying at a higher level which requires more writing and reading skills. Fortunately, AUT has given me continuous support for this. For example, I often used Studiosity – a free, online after-hours study service – to help check my assignments. I also appreciated the peer mentoring service for face-to-face help with my studies. I would definitely recommend AUT's business degree. If you want to create your own business or have a career related to business in the future, AUT is a good choice."



## Life at AUT

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

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

### We're here to help

No matter what the problem, our Student Hub advisors are here to help. You can find a Student Hub on each campus and our specialist staff can help with anything from enrolment and student ID cards to academic and personal support, fees and financial support, and services for our diverse student communities including the international, disability and rainbow community.

### Dedicated support for new students

From Orientation to our many academic and cultural support programmes, our Student Services team is there to make starting out as a new student as easy as possible.

## Supporting you into your future career

The AUT Employability and Careers team prepares you for your future career by developing job search, interview and networking skills, building your personal brand and more.

## Connections to the workplace

We run a full programme of employer presentations, events and workshops throughout the year – on campus and online – with employers offering insights into their industries and recruiting future employees. Four graduate job boards, including an international one, offer great work opportunities for AUT graduates and interns.

## Gain an edge on the competition

The AUT Edge and Beyond AUT Awards help you gain an extra edge in the competitive marketplace by developing highly employable skills through volunteering, leadership and employability activities.

## International study opportunities

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



## Helping you succeed in your studies

Our library and learning support team offers a wide range of services and resources designed to help develop your academic skills.

The Library also runs a range of workshops to help you get the most out of your studies, and our peer mentoring programme provides academic support from others who have already completed the same course.

## Top internships around the world

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

## A launchpad for entrepreneurs

Every entrepreneur starts somewhere.

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

## An outstanding learning environment

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

## Free access to digital tools and resources

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

## Getting involved in campus life

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

## Play sport or join the gym

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

## Holistic approach to wellness

AUT offers comprehensive medical, and counselling and mental health services. We also run Bright Side events where students can develop better self-knowledge and a greater sense of purpose and meaning in their lives.

## Disability student support and resources

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

## Getting around

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

## Safe and friendly campuses

We make sure our students are safe when they're on campus. Our friendly security staff are available day and night to help if you have any concerns.



# Overview of our postgraduate qualifications

## Research focus

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

These programmes also give you a pathway for entry to the PhD programme.

### Bachelor of Business (Honours)

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

### Master of Business

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

### Master of Philosophy

The Master of Philosophy is a thesis-only programme where you can explore a research topic of your interest, while expanding your research skills. This degree can provide a pathway to more advanced research at doctoral level.

### Doctor of Philosophy

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

## Professional practice focus

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

### Master of Business Administration

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

### Master of Applied Finance

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

### Master of Business Management

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



### Master of Global Business

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

### Master of Marketing

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

### Master of Professional Accounting

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

### Master of Supply Chain Management

With globalisation, supply chain management provides the framework, tools and techniques for the efficient integration of suppliers, manufacturers, distributors, retailers and customers. Modern supply chains face rising uncertainty and challenges in a fluctuating environment. Supply chain management plays a vital role to tackle these problems and revitalise the global economy. The Master of Supply Chain Management is designed for anyone with a bachelor's degree or equivalent in any field. A Postgraduate Diploma in Supply Chain Management is also available for both part-time and full-time study.



For more details visit [aut.ac.nz/business](https://aut.ac.nz/business)

# HOW TO APPLY

Below is the step-by-step guide to the applications process. For more information visit [aut.ac.nz/apply](https://aut.ac.nz/apply)

1

## APPLY EARLY

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

### APPLYING FOR 2022

- Semester 1
  - apply by 6 December 2021
- Semester 2
  - apply by 2 May 2022

2

## COMPLETE THE APPLICATION FORM

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

International students can also apply using an AUT approved international agent. For a list of AUT registered agents visit [aut.ac.nz/international-agents](https://aut.ac.nz/international-agents)

## SUBMIT YOUR APPLICATION

## WE ACKNOWLEDGE YOUR APPLICATION

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



3

## WE ASSESS YOUR APPLICATION

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

## POSSIBLE OUTCOMES

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

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

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

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

## 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 [aut.ac.nz/calendar](http://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 <sup>2</sup>
<b>Overall</b>	Require <b>NCEA level 3</b> 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. <b>Note:</b> Credits to achieve NCEA level 3 may include unit standards from non-approved subjects. <b>Subject credits</b> 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 <sup>1</sup> 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
<b>Numeracy</b>	At least 10 level 1 (or higher) numeracy credits (can be achieved through a range of subjects)	A minimum grade of D in IGCSE <sup>3</sup> mathematics or any mathematics subject at AS or A level.	Any mathematics subject – IB Group 5
<b>Literacy</b>	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 NCEA credits in that subject (or equivalent), unless indicated otherwise.

### NCEA approved subjects

For a list of NCEA approved subjects for University Entrance visit the NZQA website, [nzqa.govt.nz](http://nzqa.govt.nz)

### AUT language rich subject list

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

## 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 [aut.ac.nz/calendar](http://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 [aut.ac.nz/calendar](http://aut.ac.nz/calendar)

### Special Admission

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

## English language requirements

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

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

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

If you have any questions, you can contact us at [aut.ac.nz/enquire](http://aut.ac.nz/enquire)

# 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 2021 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 2022 tuition fees will be advertised on [aut.ac.nz/fees](https://aut.ac.nz/fees) as soon as they have been set.

## Domestic student tuition fees

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

### Undergraduate programmes

Fee (per year)	<b>\$3,156.00-\$7,138.00<sup>1,2</sup></b>
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1. Part-time students pay a proportion of the fee based on the number of academic points they are studying.
2. This fees range includes 60-point (one-semester) programmes.

## International student tuition fees

### Undergraduate programmes

Fee (per year)	<b>\$15,945.00-\$31,890.00<sup>1</sup></b>
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1. This fees range includes 60-point (one-semester) programmes.

## Other fees you may have to pay:

- 2021 Compulsory Student Services Fee – \$790.40 for 120 points or \$6.59 per academic point
- 2021 Building Levy – \$77.52 for 120 points or \$0.65 per academic point
- Additional fees for course materials or elective courses (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 **0800 AUT AUT** (0800 288 288).

## Free fees for your university study

Eligible domestic students starting tertiary education receive one year of full-time study fees-free<sup>1</sup>.

To check if you're eligible for fees-free study in 2022 visit [aut.ac.nz/fees](https://aut.ac.nz/fees)

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

## Scholarships and awards

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

To find out more call **+64 9 921 9837** or visit [aut.ac.nz/scholarships](https://aut.ac.nz/scholarships)

## Support for scholarship students

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

## Student loans and allowances<sup>1</sup>

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 [studylink.govt.nz](https://studylink.govt.nz)

1. For domestic students only

## Help with planning and budgeting

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

## StudyLink website

Visit [studylink.govt.nz](https://studylink.govt.nz) for tools, tips and information to help you plan and understand the costs you will have while studying.

# Find out more

## AUT open day

Our open day at the City Campus will showcase everything AUT has to offer to help you make an educated decision about university study. To find out more visit [aut.ac.nz/live](https://aut.ac.nz/live)

## Visit our website

For the latest information on AUT programmes and to keep up-to-date with what's happening at AUT visit [aut.ac.nz](https://aut.ac.nz)

## Contact us online

If you have any questions about studying at AUT, you can contact us at [aut.ac.nz/enquire](https://aut.ac.nz/enquire)

## Secondary schools

If you are a secondary school teacher or career advisor, our Future Students Team can help you with any questions you may have. Contact the team on [secondary.schools@aut.ac.nz](mailto:secondary.schools@aut.ac.nz)

## Connect with us

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

## Connect with us now:



@FutureStudentsofAUT

## Need some guidance?

If you're still unsure what to do, or would like to check out the campus and facilities, you can contact our Future Students Team. Email [future@aut.ac.nz](mailto:future@aut.ac.nz) or call **0800 AUT AUT** (0800 288 288) to speak to one of our friendly advisors.

## 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 maps



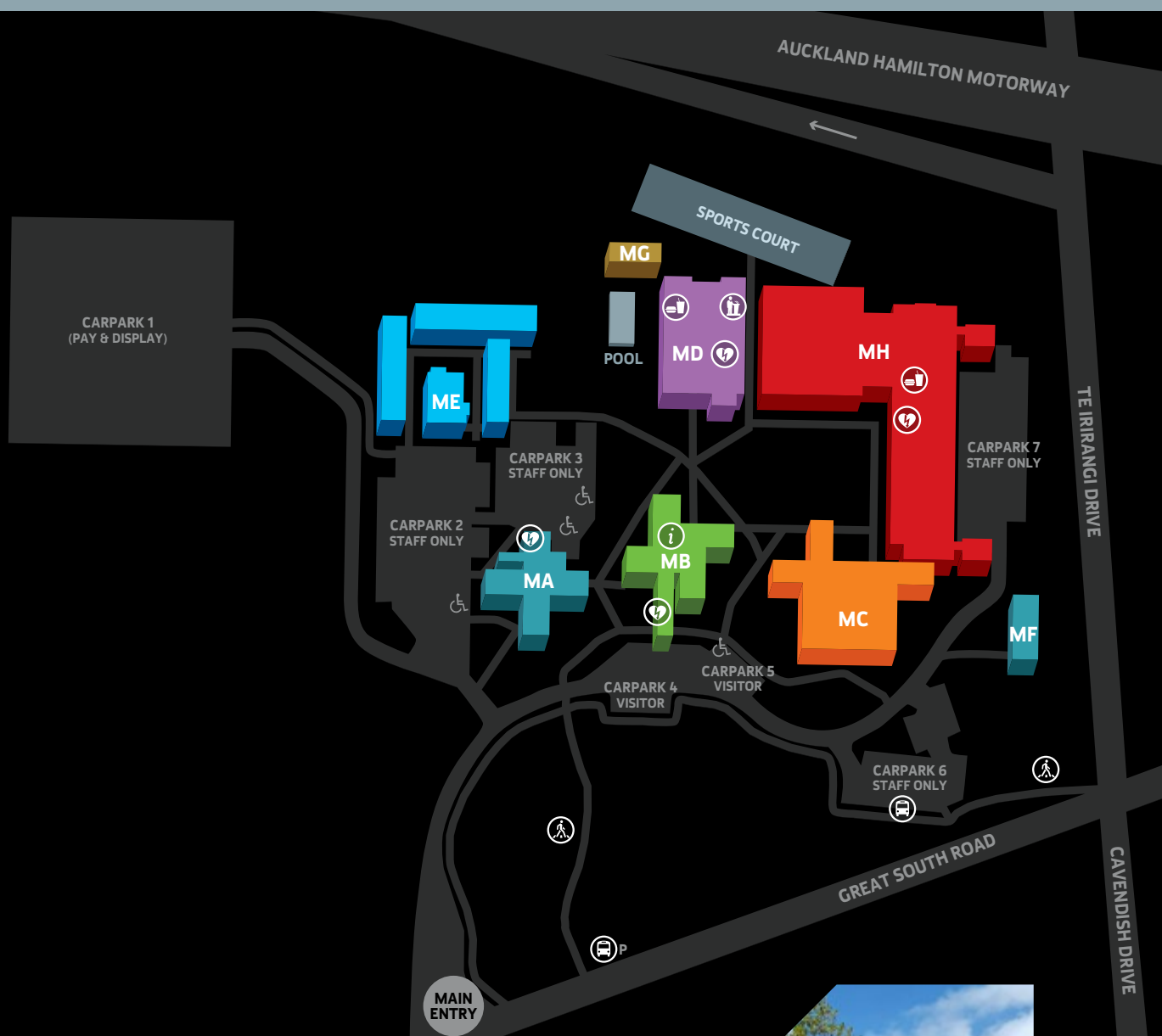
## Key

-  Student Hub
-  Student lounge & study space
-  Café
-  Library
-  Early Childhood Centre
-  Gym
-  Conference facility
-  Intercampus shuttle bus stop
-  Breast feeding and baby change room
-  Mobility parks
-  Defibrillator











## City Campus

55 Wellesley Street East  
Auckland Central



## Key

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

## South Campus

640 Great South Road  
Manukau, Auckland





**0800 AUT AUT (0800 288 288)**

Auckland University of Technology  
Auckland, New Zealand  
[aut.ac.nz](http://aut.ac.nz)

Enquire now  
[aut.ac.nz/enquire](http://aut.ac.nz/enquire)

#### CITY CAMPUS

55 Wellesley Street East, Auckland Central

#### NORTH CAMPUS

90 Akoranga Drive, Northcote, Auckland

#### SOUTH CAMPUS

640 Great South Road, Manukau, Auckland

**Connect with us now:**



@FutureStudentsofAUT