Welcome to AUT Business School

Welcome to our 2016 study guide, which outlines the undergraduate programmes at the AUT Business School. Here you will discover the many possibilities and pathways available to you as you prepare to enter the stimulating world of business.

As you read through this publication, take a moment to consider the profiles of our remarkable graduates and where they are working now. This can be you in just a few years.

Our programmes are designed in collaboration with practitioners from business and industry to ensure they reflect the current world of business and the developing trends in the sector.

After your first year in our Bachelor of Business, which introduces you to various aspects of today’s business world, you will be able to make an informed decision about what specialisations you wish to pursue later on.

In the last phase of your degree, you spend time in the business environment of your choice through our Co-operative Education programme. This gives you a real edge when you move into the local or global business world.

To help you develop as a professional in your field, we offer you a number of clubs and societies to join, and invite you to consider studying overseas as part of your Bachelor of Business through our exchange programme.

The world of business opens up to you in a substantial way when you study with us. We look forward to welcoming you to the AUT Business School and hope you enjoy reading about us and the many opportunities we make available to you.

Professor Geoff Perry
Dean, Faculty of Business and Law
Pro Vice-Chancellor

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 āhauru 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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* Subject to approval
Top right-hand image on page 5, images on page 27 and 31 by Alyson Young Photography.
The information contained in this study guide is primarily intended for domestic students. International students should visit www.aut.ac.nz/international or email international.centre@aut.ac.nz
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 study guide was correct at the time of print, May 2015.
AUT’s faculties and schools

AUT has five faculties and 15 schools. The light blue box in the diagram below shows where the programmes in this study guide sit within AUT.

**FACULTY OF BUSINESS AND LAW**  
*TE ARA PAKIHI ME TE TURE*

- Business School  
  *Te Kura Kaipakihi*
- Law School  
  *Te Kura Ture*

**FACULTY OF DESIGN AND CREATIVE TECHNOLOGIES**  
*TE ARA AUHA*

- 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 Applied Sciences  
  *Te Kura Whakamahi 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 Sport and Recreation  
  *Te Kura Hākinakina*

**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 a–iwi me ngā Kaupapa Tūmatanui*

**TE ARA POUTAMA**  
*FACULTY OF MĀORI AND INDIGENOUS DEVELOPMENT*
**Qualifications and study pathways**

- **Pre-degree**
  - Level 4: Certificate in Business

- **Undergraduate**
  - Level 5/6: Bachelor of Business
  - Level 7: Bachelor of Business (Honours)
    - Conjoint programmes
      - Bachelor of Arts
      - Bachelor of Communication Studies
      - Bachelor of Computer and Information Sciences
      - Bachelor of Health Science*
      - Bachelor of International Hospitality Management
      - Bachelor of Science
      - Bachelor of Sport and Recreation
    - Double degrees:
      - Bachelor of Business and Bachelor of Laws
      - Bachelor of Business and Bachelor of Design
  - Graduate Certificate in Business
  - Graduate Diploma in Business

- **Postgraduate**
  - Level 8: Bachelor of Business
    - Master of Business
    - Postgraduate Diploma/Postgraduate Certificate in Business
  - Level 9: Bachelor of Business (Honours)
    - Master of Business
    - Postgraduate Diploma/Postgraduate Certificate in Business Administration
  - Level 10: Bachelor of Business
    - Master of Philosophy
    - Postgraduate Diploma in Professional Accounting

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

**Please 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 left of the above diagram.
3. Some qualifications in the above diagram may be prerequisites to — and not credit towards — higher level qualifications.
4. The academic year is from February to November.

For more information, contact the AUT Student Centre on 0800 AUT UNI (0800 288 864) or visit www.aut.ac.nz/business
Why study business at AUT?

Preparing tomorrow’s business leaders
At the AUT Business School we understand the importance of operating in a complex, global environment. So do our graduates. We’re internationally recognised among an elite group of just 5% of business schools world-wide, accredited by AACSB International (the Association to Advance Collegiate Schools of Business). We have one of the highest graduate employment rates in the country, with AUT business graduates employed both in New Zealand and overseas.

Connected to business and community
We work hard to make sure that what we teach is relevant to the needs of the business world. We’re proud of our strong partnerships with businesses and the wider community, and often collaborate with industry organisations on research and other projects. We partner with many of the country’s top business leaders who advise us on our curriculum, so you can be confident you’re developing the skills employers need. Our ever deepening industry connections also mean that you can choose from a vast number of host organisations for your industry experience placement, which is at the heart of the Bachelor of Business.

Leadership activities and networking opportunities
Study with us and you not only learn academic knowledge related to your discipline, but also develop essential practical skills and experience of the wider world. You can participate in leadership activities and networking opportunities like Shadow a Leader, where you can follow a business leader for a day. We host a number of business-focused events, clubs and societies to enable our students to get the very best out of their education at AUT and develop leadership skills. The top 10% of Bachelor of Business students can also join Beta Gamma Sigma, a premier network for business professionals.

Social and collaborative
Studying at AUT is never an isolated experience. As an AUT student, you frequently collaborate with your classmates on projects, sharing ideas and supporting each other to achieve the best outcome. As you would in the workplace, you work with people from different disciplines – students, staff or industry contacts – to
come up with a complete solution. This collaborative approach creates a close-knit, supportive environment, and for many of our students it’s the highlight of their studies.

Fantastic student support services

To help you make the most of your time at AUT, the AUT Business School offers a wide range of support services for business students.

Irena Nicholson
Bachelor of Business in Marketing & Management

“People are impressed that we had to do a semester of full-time work experience at AUT. Many of my friends said they would have liked the same opportunity as part of their degrees.”

Harris (Hao) Tong
Bachelor of Finance and Marketing

“I have been fortunate enough to have transferred to the Unilever Sydney office and, given the global size of the company, there will be opportunities further abroad.”

Jess Howell
Bachelor of Business in Design and Management

“We often had to work together in teams and I learned how to deal with people with different personality types, skills, abilities, attitudes, lifestyles and more. It’s the same in the workplace now.”
As a business student you can develop your skills and leadership capabilities by getting involved in a range of activities outside the classroom. We host a number of business-focused events, clubs and societies for our students so you can get the best out of your education at AUT.

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 aut.investment.club@aut.ac.nz

AUT Venture Fund
The AUT Venture Fund encourages students to apply for funding to establish and grow their own high quality business ventures.
To find out more visit www.aut.ac.nz/venturefund

CPA Accounting Association
The CPA 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 to improve their future employment prospects in the accounting industry.
To find out more visit www.acpclub.co.nz

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 in a collaborative business environment.
To find out more email info@marsinitiative.org.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. There are currently six universities participating.

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 knowledge and experience over a breakfast meal.
To find out more visit www.thebreakfastclub.org.nz

Business Strategy League
Business Strategy League is a student club aimed at developing your business decisions and case analysis skills. You have the opportunity to compete in internal case competitions from which teams are chosen to represent AUT at national and international competitions.
To find out more email bstrategy@aut.ac.nz
Student support

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.

Business and Law Student Centre
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 can help with enquiries about admission, enrolment, timetables, paper information, major information, student services and support, exams, assessments, fees and graduation.

Visit us on Level 1, WF building on the City Campus; call us on 09 921 9721 or email business@aut.ac.nz

Business Course Advice Team
We can provide advice on entry requirements, what papers to enrol in, planning your timetable, choosing a major, completing a double major, transferring from one programme to another, cross-credits and the requirements to graduate from a programme. Course advice sessions are available for all business students and there are open times scheduled every day, no appointment necessary.

Visit us on Level 1, WF building on the City Campus, call us on 09 921 9721 or email business@aut.ac.nz

Course advice sessions are also offered once a week at South Campus, Level 1, MB building

Business and Law International Office
Find out how you can work or study overseas as part of your degree. You can also get involved in events and activities, and immerse yourself in different cultures. From time to time we also host international visitors.

Visit us on Level 5 (room 509), WF building on the City Campus or email jacklyn.lim@aut.ac.nz

Co-operative Education Office
Come and talk to us if you want advice about Co-operative Education. We have drop-in sessions every week in WF Level 1 and twice monthly information sessions.

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

Careers and Employability
Come and see us if you want advice on CVs and applications, identifying suitable employment, or want help with applications for your co-operative education placement. We also offer assessment centres.

Visit us on Level 4 (room 409), WF building, City Campus; call us 09 921 999 ext 8875 or email careersbusiness@aut.ac.nz

Inspiring Business Student Success (IBSS)
At the AUT South Campus all students are able to participate in IBSS which offers a range of activities promoting lifelong learning and student success.

Inspiring Māori and Pasifika Success (iMAPS)
iMAPS run weekly study sessions that provide academic as well as pastoral support for students. First-year students are assisted by highly successful second and third-year peer leaders. Our leaders endeavour to guide and help first-year students transition into university and inspire higher learning. The overarching objective of iMAPS is to provide a culturally responsive support programme that helps Māori and Pacific students 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 papers to help students of all abilities to 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.

Scholarships
We offer a range of scholarships at undergraduate level, including several sponsored by industry.

To find out more visit www.aut.ac.nz/scholarships
An international exchange is an amazing opportunity to study overseas at one of our partner universities. The AUT Business School’s exchange programme has been successfully running for 20 years and has seen hundreds of our students study overseas at a number of highly-ranked business schools.

Students who have been on an exchange find it changes their lives, both professionally and personally. Students on exchange gain international capabilities, an expanded knowledge base and a network of friends and contacts from all over the world.

The AUT Business School has 30 university business school partners around the world. While studying with us, a student can do one or two semesters overseas on exchange, taking the opportunity to experience a different culture, language and education system.

Exchange partners include:

Canada
- Concordia University (John Molson School of Business)
- 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 (created by BEM and Euromed Management)
- Grenoble Ecole de Management
- Groupe ESSCA (Angers and also in Budapest and Shanghai)
- HEC Paris

Germany
- University of Mannheim (Mannheim Business School)

India
- Indian Institute of Management, Indore (for MBA students only)

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 (Facultad de Ciencias Económicas y Empresariales)

Sweden
- Jönköping University (Jönköping International Business School)

Thailand
- Chulalongkorn University (Faculty of Commerce and Accountancy)

The Netherlands
- Erasmus University (Erasmus School of Economics)
- Universiteit Maastricht (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
Bin Xu
Final-year student, Bachelor of Business in Finance and Accounting

Being able to spend two semesters in Singapore as part of his AUT degree was a definite highlight for Bachelor of Business student Bin Xu.

“I’ve always been interested in the Asian financial markets. Studying at Nanyang Technological University in Singapore was a great way to gain exposure to this important Asian market.”

**Valuable international experience**
His international exchange was an invaluable experience, says Bin.

“Nanyang Business School is ranked among the top 50 business schools in the world, and my time in Singapore helped me develop my cultural awareness and expand my networks in Southeast Asia. During my time there I also participated in the Entrepreneurship and Innovation Asia Program, a great opportunity to develop my teamwork and leadership skills.”

He says he would highly recommend including an international exchange as part of AUT’s Bachelor of Business.

“You learn so much by pushing yourself out of your comfort zone. You also meet so many interesting people and gain exposure to a different culture.”

**Leadership and networking opportunities**
AUT business students have access to a wide range of opportunities, Bin says.

“There are so many options to develop your skills and make valuable industry contacts. For example, I participated in AUT’s Shadow a Leader programme and was lucky enough to follow the CEO of Ports of Auckland for a day.

‘Another highlight for me was my final-year industry placement, which I completed at a Chartered Accountants’ firm in Queenstown. It was a great opportunity to apply what I learned at AUT.”

Last year, Bin was also part of AUT’s team of finance students that took out the 2014 CFA Institute Research Challenge, hosted by the CFA Society of New Zealand. In March, the team represented New Zealand at the Asia Pacific Challenge in Manila.

**Choosing AUT**
Bin, who came to AUT as an international student from China, says he chose AUT for its interactive classes and approachable lecturers.

“My study at AUT has been amazing so far. The staff are wonderful and they’re always willing to help. I would definitely recommend AUT’s Bachelor of Business.”
BACHELOR OF BUSINESS
BBus

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<tr>
<td>Level of study</td>
<td>7</td>
</tr>
<tr>
<td>Points</td>
<td>360</td>
</tr>
<tr>
<td>Duration</td>
<td>3 years full-time/equivalent part-time</td>
</tr>
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<td>Venue</td>
<td>City Campus and South Campus*</td>
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<td>Start date</td>
<td>29 February and 18 July 2016</td>
</tr>
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<td>Minimum entry requirements</td>
<td>University Entrance (NCEA, CIE or IB) or equivalent</td>
</tr>
<tr>
<td>Preferred school subjects</td>
<td>All approved NCEA level 2 and 3 language rich subjects, Business, Mathematics and Statistics subjects are useful</td>
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* Depending on the major(s) you choose, you can complete your entire Bachelor of Business at the South Campus. Refer to ‘Study options at the AUT South Campus’ on the opposite page.

AUT encourages early application. Places are limited. This qualification will remain open until all places have been filled.

Gain a solid understanding of how businesses operate and the key issues you will face as a future decision-maker in business. Your study will be informed by the latest business research and relevant industry examples, equipping you with the skills the business sector needs. Your final year includes practical industry experience in an organisation of your choice.

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 (the Association to Advance Collegiate Schools of Business).

You can choose from our 11 majors – from traditional business areas to specialist undergraduate majors not available at other New Zealand universities. To help your CV stand out, we encourage you to study a double major or a minor in addition to your major.

The programme helps students become:
- Self-directed, reflective learners
- Knowledgeable in their major field of study
- Critical enquirers and problem-solvers
- Able to make business decisions that take into account social, ethical, environmental and global dimensions
- Able to work effectively with others
- Effective communicators
- Connected with business

**Majors**
- 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

* Subject to approval

**What this qualification covers**
Refer to the course planner and the following pages for your chosen major(s) for more details about what you study each year.

**Part 1 (120 points)**
This year introduces you to fundamental concepts in business disciplines and the main role of business. You complete five core papers:
- Business in Context
- Management and Organisation
- Economic Principles 1
- Accounting for Decision Making
- Quantitative Methods for Business

You also complete two additional papers – from the list below or from any other AUT degree – depending on your major(s):
- Business Information Systems
- Design for Business
- Economic Principles 2
• Introduction to Entrepreneurship and Innovation
• Introduction to Finance
• Leadership for Sustainable Enterprise
• Marketing, Advertising, Retailing, Sales: Positioning in an Omni Environment*

* Subject to approval

Part 2 (180 points)
Over the next two years, you focus on papers for your major(s), developing specialist knowledge and skills in one or more areas of business. You also complete your elective papers, or papers for an additional major or a minor, which can be from any other degree at AUT. Completing these papers for the majors and minors normally takes two to three semesters.

Part 3 (60 points)
Co-operative Education – Capstone Paper
Co-operative Education is the final part of the BBus and takes a full semester of study. This is a supervised work placement related to your major(s) in an organisation of your choice. You apply what you have learnt in a real-world business, not-for profit organisation, entrepreneurial venture or through an applied project, which is a supervised research project. You can do your placement in New Zealand or overseas.

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

Study options at the AUT South Campus

The Bachelor of Business is offered at the AUT South Campus in Manukau. You can complete all or part of your three-year business degree there, depending on the major(s) that you choose:

Accounting, Design, Management, or Human Resource Management and Employment Relations majors: You can complete your entire Bachelor of Business at the South Campus.

Business Information Systems, International Business and Market Insights: Marketing, Advertising, Retailing, Sales* majors: You can complete Year 1 at the South Campus, and the rest of your degree at the City Campus.

Economics, Entrepreneurship and Innovation, Finance or Sustainable Enterprise majors: You can complete your first semester at the South Campus, and the rest of your degree at the City Campus.

* Subject to approval

For more details visit www.aut.ac.nz/business
Bachelor of Business
Overview

Conjoint programmes
Today, standing out from the crowd is more important than ever. A conjoint programme of study doubles your knowledge and opportunities, but it doesn’t take double the time to complete. You study two degrees at the same time in a single programme of study and complete both degrees in a shorter time than it would take to complete them separately. 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 to remain in the programme of study and you need to do papers from each degree every year.

Conjoint programmes
• Bachelor of Arts and Bachelor of Business
• Bachelor of Business and Bachelor of Communication Studies
• Bachelor of Business and Bachelor of Computer and Information Sciences
• Bachelor of Business and Bachelor of Health Science (Psychology)
• Bachelor of Business and Bachelor of International Hospitality Management
• Bachelor of Business and Bachelor of Science
• Bachelor of Business and Bachelor of Sport and Recreation

Double degrees
A double degree is another great way to make your CV stand out. The difference between a double degree and a conjoint is that in the double degree you enrol separately in each of the two degrees. You can cross-credit papers from one degree to the other, which means you need to do fewer papers. Double degrees usually take longer than conjoint programmes but there are some advantages: a greater range of programmes to choose from, no minimum grade average each year and no rules about having to take papers from each qualification each year.

Double degrees
• Bachelor of Business and Bachelor of Design double degree
• Bachelor of Business and Bachelor of Laws double degree

You can also study the Bachelor of Business with any other AUT bachelor’s degree as a double degree.

For more details visit our website www.aut.ac.nz

Second majors and minors
Having skills in more than one discipline can give you the competitive edge and increase your career opportunities. If you choose a second major or a minor you can study an area of interest from a range of subjects.

For a complete list www.aut.ac.nz
With a passion for both sport and business, AUT’s Bachelor of Business and Bachelor of Sport and Recreation was the perfect study option for Luke McQueen.

“I had always been involved in sport, particularly rugby and golf. I’m passionate about health and fitness, and a conjoint was a great way to follow this passion while developing skills for a business career.”

Opportunities for industry experience
One of the highlights for Luke was being able to gain industry experience during his study.

“You can’t underestimate how useful this is when you go out into the workplace! Industry placements were a key part of both the business and sport degrees. I spent about nine months in the workplace – a great chance to apply what I learned and meet people in the industry.”

Make the most of opportunities
His advice for other students is to get involved in university life.

“There are so many amazing opportunities at AUT. Your degree is only a small part of your university experience, so make the most of your time at university.”

Luke, who graduated as the top scholar in the Bachelor of Business and Bachelor of Sport and Recreation conjoint programme, says his own schedule was always busy.

“I was the co-president of the AUT Investment Club. Among other things, we invited distinguished guest speakers to share life and career advice with the members. I learned so much from this experience.”

He also found time to represent AUT and New Zealand at the CFA Institute Research Challenge in Singapore, work as a research assistant, represent North Harbour in Rugby Sevens and pass on his knowledge as a tutor for first-year finance students.

Joining the banking world
After graduating at the end of last year, Luke joined BNZ.

“BNZ has a great culture and offers an amazing graduate programme where I can continue to learn while building relationships with other like-minded people.

“The skills I find most useful are networking, communication and listening skills, as well as the ability to ask questions and absorb new information. These are all skills I developed at AUT, and they’re essential for my work now.”
Course planner – Bachelor of Business

Double Major or Single Major [360 points]

PART 1 120 points

5 CORE PAPERS (LEVEL 5) 90 points

- Business in Context 30 points
- Management & Organisation 15 points
- Economic Principles 1 15 points
- Quantitative Methods for Business 15 points
- Accounting for Decision Making 15 points

PLUS

CHOOSE 2 MAJOR OR ELECTIVE PAPERS (LEVEL 5) 30 points

- Business Information Systems 15 points
- Design for Business 15 points
- Economic Principles 2 15 points
- Introduction to Entrepreneurship and Innovation 15 points
- Introduction to Finance 15 points
- Leadership for Sustainable Enterprise 15 points
- Marketing, Advertising, Retailing, Sales: Positioning in an Omni Environment* 15 points
- Elective paper from any AUT degree 15 points
- Second elective paper from any AUT degree 15 points

* Subject to approval

PART 2 Major requirements 180 points

DOUBLE MAJOR

CHOOSE 2 MAJORS
(the second major can be from either the Bachelor of Business majors or additional majors list)

OR

SINGLE MAJOR

CHOOSE 1 MAJOR
PLUS
Choose 6 electives* OR
Choose 1 minor plus 2 electives*
PART 2 BACHELOR OF BUSINESS MAJORS TO CHOOSE FROM:
(all majors include 3 x level 6 papers & 3 x level 7 papers)

<table>
<thead>
<tr>
<th>Major</th>
<th>Pre-requisite Level 5 Paper</th>
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<td>Business Information Systems</td>
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<td>Design</td>
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<td>Sustainable Enterprise</td>
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SECOND MAJORS/MINORS

- Analytics
- Applied Mathematics
- Astronomy
- Chinese Studies
- Computational Intelligence
- Computer Science
- Conflict Resolution
- Creative Writing
- Criminology
- English & New Media Studies
- Environmental Sciences
- Event Management
- Health Promotion
- Hospitality
- Interpreting
- IT Service Science
- Japanese Studies
- Māori Development
- Networks and Security
- New Zealand Sign Language & Deaf Studies
- Social Sciences
- Software Development
- Tourism
- Translation
- 3D Visualisation
- Asian Studies
- Cinematic Arts
- Contemporary Pacific*
- Creative Entrepreneurship
- Creative Sound Design
- Creative Technologies
- Deaf Studies
- Design for Sustainability
- Design Thinking**
- Digital Fabrication
- Economic Development
- Experimental Textile Design
- Game and Play Design
- Interaction Design
- Language Teaching
- Motion Capture
- New Zealand Sign Language
- Performance & Media Arts
- Photographic Practices*
- Psychology
- Public Relations
- Spanish
- Tātai Aro Rangi – Navigating the Oceanic
- Te Reo Māori
- Temporary Practices/
- Temporary Publics
- Urban Practices
- Visualising Information

PART 3 Core capstone requirement

Co-operative Education

TOTAL 360 points

* Elective papers can be from business or any AUT degree programme. For course advice please contact the Business Course Advice Team on 09 921 9721 or business@aut.ac.nz
* Subject to approval
** Name change subject to approval
Being able to monitor and manage financial transactions is a sought-after skill in today's rapidly evolving business environment. Accountants with a broad business understanding, strong communication skills and the ability to work with others are in demand, and contribute to the strategic development of business, public sector and not-for-profit organisations.

The Accounting major helps you develop the skills for a career in accountancy. You explore how businesses operate, and develop a solid grounding in core business disciplines and how they impact on each other. Your accounting papers give you an understanding of how accounting can support decision-making in business, international accounting regulations and practices, financial and management accounting, accounting information systems, audit and tax legislation.

KEY FEATURES:
- World-leading accounting department, ranked in the top 150 in the world in 2015 QS rankings
- Accredited by CA ANZ, CPA Australia and ACCA
- Develop skills in demand in the evolving business environment
- 9-week work placement in your final year

What this major covers

Part 1
Papers in Part 1 introduce you to the role of business and fundamental concepts in business disciplines. You complete five core level 5 papers (refer to the Bachelor of Business course planner).

You also complete the paper Business Information Systems and choose one elective paper, either from business or from any other AUT degree.

Part 2
Over the next two years you gain an understanding of international regulations and practices, learn how accounting can support management decision-making, design systems around accounting controls, recognise the importance of finance, and analyse and evaluate tax legislation.

Papers include:
- Accounting 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
Co-operative Education is the final part of the BBus and takes a full semester of study. This is a supervised work placement related to your major(s) in an organisation of your choice. You apply what you have learnt in a real-world business, not-for-profit organisation, entrepreneurial venture or through an applied project, which is a supervised research project. You can do your placement in New Zealand or overseas.

Recent placements included: KPMG, Grant Thornton, Audit NZ, PwC and Ernst & Young.

Professional accreditation

Chartered Accountants Australia and New Zealand (CA ANZ)
If you want to become a chartered accountant and apply for admission into CA ANZ, you now only need to complete a three-year programme of academic study.

Certified Practising Accountants Australia (CPA Australia)
Graduates of the Bachelor of Business are eligible to apply for CPA Australia membership provided core curriculum subjects are completed to meet academic requirements.

Association of Chartered Certified Accountants (ACCA)
Graduates are eligible to register for ACCA membership. Bachelor of Business graduates may be exempt from up to nine of the 14 ACCA examinations.

To find out more about membership visit:
www.charteredaccountantsanz.com
www.cpaaustralia.com.au
www.accaglobal.com
Matthew de Haan
Auditor, KPMG
Bachelor of Business in Accounting and Finance

The collaborative environment and practical application of theory make AUT’s business degree stand out, says accounting and finance graduate Matthew de Haan who now works as an auditor for KPMG.

“I knew the AUT degree would be most effective in building the skills I needed to work in one of the big four accounting firms, which was always a goal of mine.

“Auditing also requires a high level of analytical thinking, which was a key skill I developed throughout my studies. AUT didn’t just want you to understand the standards behind accounting but to have the skills to critically analyse situations.”

Matt, who graduated last year, was the AUT Business School’s top graduate in Accounting and Finance as well as the top overall Bachelor of Business graduate.

Internship in New York

During his last year of study, Matthew received a scholarship to intern for three months at Westpac Institutional Bank in New York through the AUT interNZ International Scholarship Programme, which enables AUT graduates to immerse themselves in a new market and culture.

“Not only did I have the opportunity to live in the financial capital of the world but I was also able to gain invaluable work experience in an international context and build a solid foundation to launch my career.”

Diversity at work

In his auditing role now, Matthew is responsible for performing audits for clients, ensuring that they comply with both international accounting standards and financial reporting laws and regulations.

“One week I may be auditing a communications company, the next I might be auditing a manufacturing company. This diversity keeps my role interesting.”
Business information systems now play a pivotal role in the new world of business, which is characterised by strategic alliances, global outsourcing, physically distributed operational environments and global business partnerships. Graduates need an understanding of a company’s business systems, processes and information needs. They also need to be able to combine this with a technical awareness of how these technologies can be used to improve processes to compete locally and globally.

This major will provide you with an understanding of how organisations can take advantage of computer-based information systems and related emerging technologies to share information, improve business efficiency, develop effective decision-making, and maintain competitiveness in their industries.

KEY FEATURES:
- Skills that are essential in any part of the business world
- Complements any other business major
- 9-week work placement in an organisation of your choice

What this major covers

Part 1
Papers in Part 1 introduce you to the role of business and fundamental concepts in business disciplines. You complete five core level 5 papers (refer to the Bachelor of Business course planner).

You also complete the paper Business Information Systems and choose one elective paper, either from business or from any other AUT degree (refer to the Bachelor of Business overview).

Part 2
Over the next two years, you learn how to analyse, model and design core business processes. You also learn how to implement and use enterprise-wide information systems, align information systems with business objectives and plan and manage information systems resources.

Compulsory papers:
- Business Process Management
- Business Data Management
- Project Management
- Enterprise Information Systems
- Information Systems Strategy and Governance

Plus one level 7 elective paper from the list below:
- Tourism in the Information Age
- Advanced Accounting Information Systems
- Financial Risk Management
- Information Security Management
- eBusiness Management

Part 3
Co-operative Education is the final part of the BBus and takes a full semester of study. This is a supervised work placement related to your major(s) in an organisation of your choice. You apply what you have learnt in a real-world business, not-for profit organisation, entrepreneurial venture or through an applied project, which is a supervised research project. You can do your placement in New Zealand or overseas.

Recent placements included:
- Westpac
- Quantum Solutions NZ Ltd
- Open Systems Specialists
- Optimation New Zealand

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

For more details visit www.aut.ac.nz/business
Anna Stephens describes herself as an average student who worked hard, achieving some great results and landing her a corporate banking job at Westpac.

As part of the co-operative education component of her Bachelor of Business degree, Anna spent four months working at Westpac as a process analyst. She says the professional skills and company networks she developed during that time were invaluable to her learning and her decision to seek a permanent role at Westpac.

Inside knowledge
“Tal developed an understanding of Westpac’s core systems and processes and how information is used to implement process improvement. I also learned how information and systems create value to the organisation as a whole.”

She says her time on placement at Westpac showed her that staff are valued and she liked how the company supported her career development.

Making connections
Anna enjoys working in corporate banking and has learnt about different aspects of the business and built a great network of colleagues and peers.

“I’m part of Westpac’s Youth Network, a network of employees under 30 who work together on strategic and social projects for the company.”

The variety and fast pace of her work are what Anna enjoys most.

“Working in products is an exciting part of the bank. You deal with a rapid market and a lot of change.

“The skills I learned at AUT – including communication, collaboration and networking skills – are essential for my role now and I use them every day. Problem-solving also plays a big part in my work, helping me analyse the most effective solutions for Westpac and our customers.”

Key to success
It was while studying business studies at high school that Anna decided she would like a career in a corporate environment. She chose a business degree as the best way to gain a fundamental knowledge base and broad career options.

Anna says she decided to study at AUT as she felt the more hands-on environment and interactive classes would best suit her learning style.

“I credit this with my success. Graduating from AUT with a business degree has been one of the best achievements of my life.”
A business plan may help get an idea to the market, but how do you ensure your ideas are truly innovative, meet real needs, and translate into something with a high value return? Creativity, design and innovative thinking are sought-after skills in today’s challenging and rapidly evolving business environment. Some of the most successful contemporary businesses are not only using design to develop high value products, services and brands, but also use it to drive their strategic thinking and direction.

The Design major introduces you to the principles and practice of design and design thinking, from customer/user research, insight development, creativity, ‘hands on’ design for services and experiences, to the application of design in effective management processes. You expand your design awareness and capability and gain a sound appreciation of the interrelationships between design, creativity and innovation. You come to recognise the value of design, whether you’re developing a pioneering product, leading a groundbreaking project initiative or embarking on an entirely new business venture.

**KEY FEATURES:**
- Design-led thinking is increasingly in demand
- Only major of its kind offered by a New Zealand university
- 9-week work placement in an organisation of your choice

What this major covers

**Part 1**

Papers in Part 1 introduce you to the role of business and fundamental concepts in business disciplines. You complete five core level 5 papers (refer to the Bachelor of Business course planner).

You also complete the paper Design for Business and choose one elective paper, either from business or from any other AUT degree (refer to the Bachelor of Business overview).

**Part 2**

Over the next two years, you learn to apply creative techniques to business, design effective business processes, foster innovative and entrepreneurial thinking and examine the links between effective design and sustainable business practices.

Papers include:
- Activating Creativity
- Design and Innovation for Sustainability
- Design Collaboration
- Design Management
- Design Thinking Processes

**Part 3**

Co-operative Education is the final part of the BBus and takes a full semester of study. This is a supervised work placement related to your major(s) in an organisation of your choice. You apply what you have learnt in a real-world business, not-for profit organisation, entrepreneurial venture or through an applied project, which is a supervised research project. You can do your placement in New Zealand or overseas.

Recent placements included:
- Lightening Lab
- Orange Telecom
- Conscious Consumers
- Resilio

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

For more details visit [www.aut.ac.nz/business](http://www.aut.ac.nz/business)
Jess Howell
Experience Designer, Optimal Experience, PwC
Bachelor of Business in Design and Management

Jess Howell thinks her job gives her the best of both worlds – a design role in a business environment.

The AUT Bachelor of Business graduate majored in design and management and now works as an experience designer for PwC.

**User focused**
Jess’ role involves research, analysis and design around users and the experiences that they have with companies, their products and their services, which makes perfect use of Jess’ business and design skills.

“I love that everything we do is in the interest of the user. We try hard to find issues that people have using websites, apps and other services and make life that little bit easier for them by redesigning these experiences. It’s challenging and I’m constantly learning new things.

“Recently I was an organiser of the Auckland Service Design Jam, part of the Global Service Jam, which is a full weekend event where we take people through the service design process. It was the largest in the world and a huge success!”

**Young leader**
Taking part in the Young Enterprise Scheme when she was at school was a defining experience for Jess. She took on the role of managing director and loved the chance to work with a team.

“Business management seemed like a natural study choice after that. I’ve always had a creative side which I did not want to lose, so having the opportunity to major in design was a bonus.”

**Skills for life**
Jess says the most valuable skill she learned at AUT was how to work collaboratively with others – something she uses in her job every day.

“At AUT we often had to work together in teams and I learnt how to deal with people with different personality types, skills, abilities, attitudes, lifestyles and more. It is the same, if not more challenging, in the workplace.

“I also learned to adapt and constantly challenge perceptions; my own and others. Being open to change is so important in this fast-paced environment that we live in.”

Employer comment

“We have a great culture at Optimal that we want to look after. Every person we bring aboard adds to that culture – which is why we’re careful when we recruit. Jess had just the right combination of culture fit and skill-set – that’s why we hired her. Jess’ AUT qualification is a nice mix of design and business, which gives her a solid grounding for learning and applying the quite specialist skills we practise at Optimal Experience – like usability testing, eye tracking, heuristic evaluations, information architecture testing and co-design.”

Gareth Parry, General Manager – Auckland, Optimal Experience, PwC
Learn the skills needed for analysing and implementing solutions to many of the critical problems facing society today. Economics offers ways of thinking about how individuals, firms and governments make essential decisions when allocating increasingly scarce resources. Economists with rigorous analytical and communication skills are highly sought after in both the private and public sectors.

The study of economics will develop a sound understanding of economic principles and advanced concepts, providing insight into strategic analysis, pricing policies, company organisation and structure, and competitive advantage and innovation.

**KEY FEATURES:**
- Economics is fundamental to all areas of business and government operations
- Complements any other business major
- 9-week work placement in an organisation of your choice

**What this major covers**

**Part 1**

Papers in Part 1 provide you with an introduction to the role of business and fundamental concepts in business disciplines. You complete five core level 5 papers (refer to the Bachelor of Business course planner).

You also complete the paper Economic Principles 2 and choose one elective paper, either from business or from any other AUT degree (refer to the Bachelor of Business overview).

**Part 2**

Over the next two years, you develop an understanding of how economic theory can be applied to a wide range of issues faced by consumers, businesses and governments. You gain valuable insights into international trade and foreign currency exchange markets, learn how prices can alter consumer and producer behaviour and analyse data to forecast economic outcomes.

**Compulsory papers:**
- Microeconomics
- Macroeconomics
- Introduction to Econometrics

You then complete three papers from the list below:
- Applied Microeconomics
- Applied Macroeconomics
- Applied Econometrics
- Industrial Organisation
- Economics, Natural Resources and Society
- Growth and Development Economics
- Economics of Labour and Health Policy
- International Trade Economics
- International Corporate Finance

**Part 3**

Co-operative Education is the final part of the BBus and takes a full semester of study. This is a supervised work placement related to your major(s) in an organisation of your choice. You apply what you have learnt in a real-world business, not-for profit organisation, entrepreneurial venture or through an applied project, which is a supervised research project. You can do your placement in New Zealand or overseas.

Recent placements included:
- Auckland Council
- Vodafone
- Spark

**Career opportunities**
- Acquisition manager
- Business risk auditor
- Financial markets analyst
- Investment banker
- Policy advisor in a government ministry
- Researcher in a consulting firm or non-profit organisation
- Strategic planner, analyst or policy advisor in a local council

For more details visit [www.aut.ac.nz/business](http://www.aut.ac.nz/business)
Entrepreneurship and innovation involves creating new products, services, technologies, and businesses. It’s about economic development and generating wealth for investors. It’s also about developing business to address social problems and environmental issues. This exciting new major offers students the opportunity to be agents for change in the business sector or in wider society.

You learn proven methods that stimulate innovation and creativity and how to set up business systems to support novel ideas and products. You can take this major along with any other one and use your skills to inspire innovation in a wide range of other useful and challenging roles in businesses, social ventures, non-government organisations, and not-for-profit organisations.

**KEY FEATURES:**
- Entrepreneurship and innovation are key to the global economy
- Develop the skills to manage a start-up enterprise
- 9-week work placement in an organisation of your choice

What this programme covers

**Part 1**
Papers in Part 1 provide you with an introduction to the role of business and fundamental concepts in business disciplines. You complete five core level 5 papers (refer to the Bachelor of Business course planner).

You also complete the paper Introduction to Entrepreneurship and Innovation and choose one elective paper, either from business or from any other AUT degree (refer to the Bachelor of Business overview).

**Part 2**
Over the next two years, you further your ability to create new product and service ideas, and design innovative business models for new ventures. You learn skills to manage a start-up enterprise and explore applying entrepreneurial ideas to specialty areas like tourism, hospitality, and events management.

Compulsory papers:
- Management of Small and Medium Sized Enterprises
- Design Thinking Processes
- Social Entrepreneurship
- Management of Technology and Innovation

You also choose two papers from the following list:
- Activating Creativity
- Advertising Creativity
- Tourism Heritage and Culture
- An Event Perspective
- Facilities Development and Design
- Business and Innovation
- Hospitality Entrepreneurship
- Globalisation, Innovation and Change
- Multicultural Communities

**Part 3**
Co-operative Education is the final part of the BBus and takes a full semester of study. This is a supervised work placement related to your major(s) in an organisation of your choice. You apply what you have learnt in a real-world business, not-for profit organisation, entrepreneurial venture or you can undertake an applied project. You can do your placement in New Zealand or overseas.

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

For more details visit [www.aut.ac.nz/business](http://www.aut.ac.nz/business)
Bachelor of Business
Finance

Finance is one of the most dynamic areas of study in business and the financial system is an essential part of the modern global economy. Finance explores how individuals, businesses and institutions raise and invest funds to increase wealth or grow businesses.

The Finance major produces graduates qualified to take on the critical financial management duties of large multinational firms or entrepreneurial business ventures, as well as positions within financial institutions. Our finance graduates are known for being analytical, critical and able to work in teams and communicate effectively.

The AUT Business School has been accepted into the CFA Institute University Recognition Programme. The Bachelor of Business in Finance has been acknowledged as incorporating at least 70 percent of the CFA Program Candidate Body of Knowledge (CBOK) and placing emphasis on the CFA Code of Ethics and Standards of practice. The Finance major will position students well to obtain the Chartered Financial Analyst designation.

Part 1
Papers in Part 1 provide you with an introduction to the role of business and fundamental concepts in business disciplines. You complete five core level 5 papers (refer to the Bachelor of Business course planner).

You also complete the paper Introduction to Finance and choose one elective paper, either from business or from any other AUT degree (refer to the Bachelor of Business overview).

Part 2
Over the next two years, you focus on three key areas: financial markets and institutions, investments and portfolio theory, and corporate finance. Papers also incorporate other aspects of finance, including domestic and international guidelines and requirements, financial analysis theories and techniques, and data modelling.

Papers 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

Part 3
Co-operative Education is the final part of the BBus and takes a full semester of study. This is a supervised work placement related to your major(s) in an organisation of your choice. You apply what you have learnt in a real-world business, not-for profit organisation, entrepreneurial venture or through an applied project, which is a supervised research project. You can do your placement in New Zealand or overseas.

Recent placements included:
- Goldman Sachs
- Treasury
- PwC
- ASB Securities
- Heartland Bank

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

For more details visit www.aut.ac.nz/business
Harris (Hao) Tong
Finance Business Partner, Unilever Australia, Sydney
Bachelor of Business in Finance and Marketing

Working for multinational organisation Unilever for two months while still a student at AUT was the opportunity Harris Tong was looking for in the business world.

His placement with Unilever, as part of his Co-operative Education paper, led to a job offer as a sales analyst, and three years down the track Harris is working as a finance business partner in Unilever’s Sydney office.

**Hard work the key**
“My two months with Unilever was enough time for the company to see my skills and what I had to offer. This ‘foot in the door’ experience was actually the end result of networking and hard work during those two months.”

Looking ahead Harris is excited by the career progression opportunities available to employees, given Unilever’s size and multinational reach.

“The company truly looks after its employees. The job also allows me the opportunity to take ownership of aspects of the business that challenge me, and this pushes my personal development. I have also been fortunate enough to have transferred to the Sydney office and, given the global size of the company, there will be opportunities further abroad.”

**Industry-focused learning**
Harris was initially attracted to the practical nature of AUT’s Bachelor of Business degree.

“AUT has a fresh perspective on tertiary learning, and emphasises practical learning in an interactive environment and project work that involves real business cases. I felt this would best equip me for the workplace.”

**Getting involved**
While at AUT, Harris joined the AUT Investment Club, where he was part of the executive, and says being on the winning team for a club investment opportunity research competition was a highlight.

“Being involved with the Investment Club helped improve my motivation to study finance, and my personal development.”

Harris says being open to opportunities at university was the key to his success and he advises others to get involved.

“Take part in extra-curricular activities, networking events and volunteering because this will set you apart from the rest and help you in your personal development. When you do take up a job, networking and hard-work will open doors for you when you least expect it.”

**Employer comment**

“Harris’ two-month work placement with us allowed him to demonstrate his technical abilities and enthusiasm to learn and develop. We were looking for someone pro-active and with excellent interpersonal skills, a high technical skill level, a willingness to learn and an ability to hold others accountable. Harris’ AUT degree gave him a good breadth of knowledge across both finance and marketing.”

Kaye Kennard, Senior Finance Manager, Unilever
Are you curious about the world of work? Do you wonder what makes organisations work, what motivates employees to contribute to organisational performance, and what the future of work could be? The Human Resource Management and Employment Relations major is for students who want to understand people and relationships at work.

You explore how employees, employers, government and trade unions shape people’s experience of work and the outcomes from work. We have a range of papers, enabling you to tailor the major to your interests. You can investigate the relationship between strategic human resource management and organisational performance, inequalities in work and organisations, and ways to build inclusiveness in organisational life. Papers also cover international and New Zealand employment regulation issues and outcomes, and contemporary negotiation, dispute resolution and conflict management approaches. You can also explore employee development and strategic career management, and analyse work-related injury and illness, and measures to prevent these.

**KEY FEATURES:**
- Human resource management and employment relations are key areas for any organisation
- 9-week work placement in an organisation of your choice

**What this major covers**

**Part 1**

Papers in Part 1 provide you with an introduction to the role of business and fundamental concepts in business disciplines. You complete five core level 5 papers (refer to the Bachelor of Business course planner).

You also choose two elective papers, either from business or from any other AUT degree (refer to the Bachelor of Business overview).

**Part 2**

Over the next two years, 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 include:
- Employment Relations
- Human Resource Management
- Occupational Health, Safety and Wellbeing
- Strategic Human Resource Management
- Diversity at Work

**Part 3**

Co-operative Education is the final part of the BBus and takes a full semester of study. This is a supervised work placement related to your major(s) in an organisation of your choice. You apply what you have learnt in a real-world business, not-for profit organisation, entrepreneurial venture or through an applied project, which is a supervised research project. You can do your placement in New Zealand or overseas.

Recent placements included:
- Warehouse Stationery
- Noel Leeming Group
- Waitemata District Health Board

**Career opportunities**

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

For more details visit [www.aut.ac.nz/business](http://www.aut.ac.nz/business)
Sini Tagiloa
Retail Cadet Candidate, Westpac
3rd-year student, Bachelor of Business in Human Resource Management and Employment Relations, and Marketing*

A Westpac retail cadetship that develops future leaders and diversity is giving AUT business student Sini Tagiloa great insight into the banking industry.

“I’m really enjoying the interaction with customers and the level of support Westpac provides its employees to further their development and career aspirations within the organisation. They are really helpful and supportive,” says Sini who is completing the three-year cadetship alongside his AUT degree.

Applying for cadetship
Sini was approached by AUT’s iMAPS (Inspiring Māori and Pasifika Success) group to apply for the cadetship.

“I thought it would help lay a foundation for a prospective career combined with my degree at AUT. I had to go through a rigorous application process including role plays and one-on-one interviews with the regional managers.”

Effectiveness of study
He feels the combination of his Marketing and Human Resource Management and Employment Relations majors works well for him in his current role and his future aspirations.

“Understanding your target market and retaining customers in any business is vital to the survival of an organisation. Recruiting the right people for specific positions ensures that an effective recruitment process will be beneficial for the organisation in many aspects of its operations.

“The AUT lecturers are really knowledgeable. Often they have worked in the industry themselves and really know the ins and outs of the profession. They haven’t just studied it in the textbooks. That really makes a difference.”

Employer comment

“Sini’s studies prepared him well for the many facets of banking. Graduates need to be aware of the ever changing technology in banking, including the increasing role of social media as an outlet for communication. As with all industries, graduates also need to be willing to learn, be a part of a team and have an internal focus that is second to none.”

Rudolf Laumatia, Bank Manager, Westpac Manurewa

Confidence building
Study develops more than knowledge, says Sini, who found his confidence blossomed at AUT. He enrolled at the AUT South Campus after working at Griffins for two years.

“The subjects I studied at university helped build my self-confidence. I have to thank AUT for getting into Westpac – without all their support and encouragement I wouldn’t be where I am now. I don’t think they understand just how much they change people’s lives. They’ve certainly changed mine!”

* The Marketing major has been replaced with the Market Insights: Marketing, Advertising, Retailing, Sales major (subject to approval)
Bachelor of Business
International Business

International business covers cross-border trade, international investment and off shore sourcing. Because of the dynamism of world markets and in particular the rise of large emerging markets like China, India, Brazil and Russia, international businesses face unprecedented opportunities and challenges.

This major will equip you with an understanding of international business focusing on economic, political and cultural perspectives and the operation of businesses across boundaries. You gain insights into how and why the world economy is changing, what these changes mean for business thinking and strategy, and an understanding of what New Zealand will need to do to prosper in this new world.

**KEY FEATURES:**
- International business is of huge importance in the evolving business world
- Sets the foundation for a global career
- Overseas experience is key – study overseas for a semester or complete your work placement overseas

**What this major covers**

**Part 1**

Papers in Part 1 provide you with an introduction to the role of business and fundamental concepts in business disciplines. You complete five core level 5 papers (refer to the Bachelor of Business course planner).

You also choose two elective papers, either from business or from any other AUT degree (refer to the Bachelor of Business overview).

**Part 2**

Over the next two years, you gain an understanding of the international business environment, analyse business from cultural perspectives, review trade policies, and understand how businesses operate across boundaries.

**Papers include:**
- Business and Culture
- International Business Environment
- International Business Management
- International Business Strategy
- Macroeconomics in the Global Environment

**Part 3**

Co-operative Education is the final part of the BBus and takes a full semester of study. This is a supervised work placement related to your major(s) in an organisation of your choice. You apply what you have learnt in a real-world business, not-for profit organisation, entrepreneurial venture or through an applied project, which is a supervised research project.

Overseas experience is key. You must either study overseas for a full semester or complete your co-operative education placement overseas. Recent placements included New Zealand Customs Service, the Consulate of Saudi Arabia in Spain, ATS Pacific Fiji and Chrisco Hampers (Sydney, Australia).

**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

For more details visit www.aut.ac.nz/business
Andrea Gilbride
Policy Advisor, Ministry of Business, Innovation and Employment, Wellington
Bachelor of Business in International Business and Tourism
Master of Professional Business Studies in International Business

Majoring in international business is the perfect foundation for a global and varied career, says Andrea Gilbride, who now works for the Ministry of Business, Innovation and Employment (MBIE).

“I really wanted to work overseas. I knew that this study path would open up many career opportunities in different countries.”

It’s a choice she has not regretted.

Growing New Zealand’s tourism sector
As a policy advisor in MBIE’s Tourism, Sectors, Regions and Cities branch, Andrea is part of the team that advises the Government on how to grow the New Zealand tourism industry.

“I love being able to work in an area I’m passionate about: New Zealand and its place in the world,” Andrea says.

Her daily tasks include analysing and reporting on current policy programmes and issues in the tourism sector, and providing recommended courses of action; consulting with key industry stakeholders; and producing briefs and speech notes for the Minister of Tourism (the Prime Minister) and Associate Minister of Tourism.

“One of the things I’m particularly proud of is playing a leading role in launching the China Market Information Programme, which provides co-funding to businesses carrying out research on the tourism experiences being sought by Chinese visitors – New Zealand’s second largest and fastest-growing visitor market.

“Another highlight was being seconded to the offices of the Minister of Tourism and Associate Minister of Tourism to cover the role of private secretary. In this role, I gained valuable insight into the machinery of government.”

Relevant skills
Andrea draws on the skills she developed while studying at AUT on a daily basis.

“Studying international business has given me an understanding of the global economic and business environments and the importance of New Zealand’s international connections, particularly China and the emerging markets.

“AUT taught me to manage large amounts of information and narrow it down to what is most relevant – this is crucial in my work now. I constantly use the writing skills I developed at AUT, with report writing being a part of what I do every day.”

As a high performing, business-facing agency, MBIE attracts business graduates seeking the opportunity to apply their skills and ways of thinking while making a difference to New Zealand and our economic growth. Strong analytical, problem-solving and writing skills, an ability to build strong working relationships with a wide range of stakeholders, and a commitment to ongoing professional development are among the attributes we seek from policy candidates.”
Andrew Doube, Manager Tourism Policy, Ministry of Business, Innovation and Employment
Bachelor of Business Management

Our world needs managers who understand that complex problems will be solved by teams from various disciplines. Management sits at the forefront of being able to coordinate, align and drive such efforts.

Today’s managers face many challenges, requiring a rethink of how businesses are run. The complexity of organisations means managers are responsible for achieving performance goals in diverse areas related to profitability, sustainability, innovation, social responsibility, stakeholder relations, market share and resource utilisation.

Organisations need managers at all levels who are comfortable leading in uncertain and changing environments. Studying management will give you the knowledge and skills to motivate people to align their efforts for individual and organisational performance. It’s a good combination with any other major and can enhance your career if you aspire for a management position.

KEY FEATURES:
- Management skills are in demand across the business world
- Complements any other business major to prepare you for a range of career opportunities
- 9-week work placement in an organisation of your choice

What this major covers

Part 1
Papers in Part 1 provide you with an introduction to the role of business and fundamental concepts in business disciplines. You complete five core level 5 papers (refer to the Bachelor of Business course planner).

You also choose two elective papers, either from business or from any other AUT degree (refer to the Bachelor of Business overview).

Part 2
Over the next two years, 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 include:
- Leadership for Change
- Operations Management
- Organisational Behaviour
- Strategic Management

Part 3
Co-operative Education is the final part of the BBus and takes a full semester of study. This is a supervised work placement related to your major(s) in an organisation of your choice. You apply what you have learnt in a real-world business, not-for profit organisation, entrepreneurial venture or through an applied project, which is a supervised research project. You can do your placement in New Zealand or overseas.

Recent placements included:
- The Warehouse
- Vodafone
- Auckland Council
- Waitemata District Health Board

Career opportunities

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

For more details visit [www.aut.ac.nz/business](http://www.aut.ac.nz/business)
Irena Nicholson
Engagement Strategist, Meme Partners, Sydney
Bachelor of Business in Marketing* and Management

Finding ways to make work more engaging for employees is a major focus for AUT graduate Irena Nicholson who works in Sydney as an engagement strategist for Meme Partners.

“Meme Partners is an employee engagement management consultancy. We work with large companies, helping them to find ways to engage more with their employees by opening up opportunities, communicating more clearly and developing a mutual alliance between employers and employees.”

Engagement consultancy is a new concept, says Irena, who didn’t know much about it before she began at Meme Partners.

“And then I realised it combined my interests and was perfect for me. I really hope I’ll keep growing within this area. It has a lot of potential.”

Real life learning
Irena was employed by Meme Partners after doing her third-year co-operative education project there.

“People were always very impressed that we had to do a semester of full-time work experience at AUT. Many of my friends said they would have liked the same opportunity as part of their degrees.”

Co-operative Education is one part of the AUT focus on the real-world application of theories taught, says Irena. She also did many assignments based on real companies which meant learning how to apply research and theory to an actual existing problem.

“I enjoyed that. I like thinking from a perspective that I possibly wouldn’t have considered before. This teaching approach also helps you remember theories because they become relevant to the workplace.”

Irena also completed three other voluntary internships over her three years at AUT, as well as a semester-long student exchange at City University in Hong Kong.

Choice of university
Irena looked at a number of universities across Australia, New Zealand and Asia before choosing AUT, keen on having interactive classes, team work and a real life focus.

“I had great lecturers with excellent world wide experience and I learned a lot from them. AUT has really set me up and given me a very strong basis from which to begin my career.”

* The Marketing major has been replaced with the Market Insights: Marketing, Advertising, Retailing, Sales major (subject to approval)
Bachelor of Business

Market Insights: Marketing, Advertising, Retailing, Sales*

Our world is changing. Business is changing. Marketing, advertising, retailing and sales (MARS) don’t operate in isolation, on single platforms or in single marketplaces. Consumers and shoppers are interacting in completely new ways, and becoming more involved in co-creating solutions that fit their needs. Traditional models are being continuously challenged. In response to this changing environment, education in marketing, advertising, retailing and sales needs to adapt to ensure tomorrow’s graduates can successfully compete online, face-to-face, on-the-go and in an omni-channel environment. The omni-channel environment is the seamless integration between various platforms through which marketing, advertising, retailing and sales activities take place. The solution to these needs is our new major, Market Insights: Marketing Advertising, Retailing, Sales*.

This major provides an interactive, omni-channel, authentic learning environment. You learn through immersion and traditional methods. You create portfolios that evidence your skills and competencies, positioning you for successful employment within marketing, advertising, retailing and sales roles. The focus is on integrating marketing, advertising, retailing and sales while enabling you to specialise through project work. You examine how each of the perspectives impacts on decision making, and on relevant stakeholders. You explore the psychology and behaviour of consumers and shoppers, businesses and organisations. This major gives you insights that enable you to create successful strategies that target chosen segments in an omni-channel world, thus optimising your opportunity for employment.

This major challenges you to become immersed in active learning, to produce real evidence of your capabilities, making you work ready. It’s also an ideal double major with management, international business or design. It will challenge you to develop a critical mind that can use data to make strategic and tactical decisions that work for business.

What this major covers

Part 1

Papers in Part 1 (first year) provide you with an introduction to the roles of business and fundamental concepts in business disciplines. You complete five core level 5 papers (refer to the Bachelor of Business course planner) and the compulsory foundation paper for marketing, advertising, retailing and sales. The foundation paper provides an introductory understanding of the marketing, advertising, retailing and sales domains.

You also choose one elective paper, either from business or from any other AUT degree (refer to the Bachelor of Business overview).

Part 2

Over the next two years you progress through level 6 to level 7. You gain competencies in using the tools and concepts required for gaining market insights (level 6), followed by the immersive experience (level 7) where you directly apply these skills to make successful decisions within marketing, advertising, retailing and sales.

Compulsory papers:
- Data, Information and Knowledge
- Understanding the Environment
- Communication in Marketing, Advertising, Retailing and Sales
- Attitudes, Cognition and Behaviour I
- Segments and Markets
- Strategies and Tactics

There are a further three papers available at level 7, two of which we strongly encourage you to complete to get the complete market insights. The third paper is a study tour to an overseas location which allows you to explore applications in this new major within a different and international marketplace. Places in this study tour are limited and are subject to additional fees.

- Attitudes, Cognition and Behaviour II
- Trends and Innovations
- International Omni-channel Study Tour

KEY FEATURES:
- Immersive, interactive, team taught, industry linked learning environment
- Omni-channel to reflect the reality of the new business world
- Produce a portfolio that showcases your skills
- Real projects and a 9-week work placement in your final year

SEE YOURSELF AS:
- Having insight into consumer, shopper and organisational behaviours
- Familiar with channels in which markets operate
- Interested in business success strategies
Part 3
Co-operative Education is the final part of the BBUs and takes a full semester of study. This is a supervised work placement related to your major(s) in an organisation of your choice. You can apply what you have learnt in your major(s) to the real world in a business, not-for-profit organisation, entrepreneurial venture or through an applied project, which is a supervised research project.

Placements can be done either in New Zealand or overseas. Recent placements included Vodafone, Farmers, Noel Leeming, TVNZ, Colenso BBDO, DDB, Saatchi & Saatchi, Contagion, Ogilvy, SOHO Wine, Dream of Italy, NZ Breast Cancer Foundation, Radio Networks, Courier Post, and Cook Islands Tourism Group.

Career opportunities

- Market insights analyst
- Customer experience and insights researcher
- Sales account manager
- Advertising agency planner
- Brand manager
- Marketing co-ordinator
- Business development manager
- Merchandise planner
- Product buyer
- Store designer
- Shopping centre manager
- Customer relationship manager
- Omni-channel communications manager

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

* Subject to approval

Skye Turner
Marketing Manager, Flooring Xtra
Bachelor of Business in Marketing and Retail*

As the marketing manager for New Zealand’s largest flooring retailer, Skye Turner constantly draws on what she learned in her AUT business degree.

"Marketing, advertising, retailing and sales are all highly integrated. I’m glad I studied both retailing and marketing. Having an understanding of the two gives me an appreciation of brand management as well as the customer’s experience when they choose to shop with your brand."

"With exposure to a wider range of business aspects, I feel I’m more attractive to employers and my career opportunities are more varied."

Nurturing the Flooring Xtra brand
In her role as marketing manager Skye is responsible for growing the Flooring Xtra brand. In a typical day, she could be working with media buyers looking at TV placements, designing catalogue campaigns, walking through a new store advising layout, or participating in a board meeting and the planning of the company’s direction for the next 10 years.

"There is a large brand strategy and guardianship component to the role, and we’re also continuously looking at the customer experience in store – all of which is greatly influenced by what I learned at AUT."

Connected to industry and business
Skye says she chose AUT because of its reputation as a progressive and innovative university.

"Employers want graduates who are not only book smart, but who have been exposed to real-world experience. AUT recognises this and caters for this industry need."

* These majors have been replaced with the Market Insights: Marketing, Advertising, Retailing, Sales major (subject to approval)
Bachelor of Business
Sustainable Enterprise

Sustainable enterprise is for doers with a big mind. It’s the business of caring for people, the environment and our collective wellbeing. It’s both a challenge and an opportunity to make a practical difference. This exciting new major offers a range of views on what is needed to create future-proofed businesses that integrate economic, social and environmental priorities.

By being involved in applied projects and site visits, you learn not only the mindset but also the skills needed to manage businesses sustainably. You also become familiar with relevant international frameworks and national policy and regulatory mechanisms. Through the theory and application you learn to evaluate and recommend strategies for better environmental and community practice. You’ll be able to engage and collaborate with diverse audiences, think in systems, be comfortable with wicked problems and be a self-aware change agent.

This major combined with any other BBus major will give you the skills to inspire change in a wide range of roles in business or not-for-profit organisations.

KEY FEATURES:

→ Sustainability is becoming increasingly important for businesses
→ Complements any other business major to prepare you for a range of career opportunities
→ 9-week work placement in an organisation of your choice

What this major covers

Part 1

Papers in Part 1 provide you with an introduction to the role of business and fundamental concepts in business disciplines. You complete five core level 5 papers (refer to the Bachelor of Business course planner).

You also complete the paper Leadership for Sustainable Enterprise and choose one elective paper, either from business or from any other AUT degree (refer to the Bachelor of Business overview).

Part 2

Compulsory papers:

• Sustainable Enterprise Management
• Climate Change and Emissions Strategies
• Economics, Natural Resources and Society
• Sustainability Accounting and Reporting

You can choose two papers from the following list to explore risk management, sustainable design, tourism or social entrepreneurship:

• Environmental Monitoring and Risk Assessment
• Ecotourism
• Design Thinking Processes
• Risk Management
• Tourism Planning and Development
• Design and Innovation for Sustainability
• Emergency Planning
• Disaster Theory
• Social Entrepreneurship

Specialist papers in environmental law are also available for students doing a double degree with law.

Part 3

Co-operative Education is the final part of the BBus and takes a full semester of study. This is a supervised work placement related to your major(s) in an organisation of your choice. You apply what you have learnt in a real-world business, not-for-profit organisation, entrepreneurial venture or through an applied project, which is a supervised research project. You can do your placement in New Zealand or overseas.

Career opportunities

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

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

SEE YOURSELF AS:

→ Interested in the big picture
→ A change agent
→ Socially and environmentally responsible
→ Savvy with resources
Sustainability champions are a bit like super heroes, says Bachelor of Business in Sustainable Enterprise student Rory Chacko.

“In this field you’re responsible for helping people. Sustainability is about ensuring a better quality of life for everyone, now and for generations to come. Sustainable enterprise explores how businesses and other organisations can make this happen while still achieving their economic goals.

“I’ve always had a strong affinity for helping people, so this is the perfect career for me.”

Applying sustainable thinking
In addition to completing his business degree on a part-time basis, Rory now works as a facilities manager at Air New Zealand.

“My role involves developing and instigating best practice facilities management. There are so many opportunities to apply sustainable thinking when it comes to properties: specifying longer lasting products, reviewing reactive spend and optimising planned activities.”

After joining Air New Zealand earlier this year, Rory is focused on growing within the company but his long-term goal is to work in the sustainability arena, specialising in property.

Challenging traditional thinking
His passion for sustainability issues made it easy for Rory to decide what to study.

“Given my interest in sustainability issues the AUT major was a natural choice for me. I love that we were always exposed to new ideas and new ways of doing things. I really enjoy that our classes encouraged robust debate. They’re a great tool for embedding theory,” says Rory.

He constantly applies the knowledge from his studies in his role now.

“There are so many useful skills! Report writing is essential for when you need to research a particular topic and then have your recommendations accepted by senior management. The need to read widely for your studies is also a benefit for the workplace. Being able to call on ideas and facts from articles, as opposed to relying on your own experiences, brings gravitas to your opinions.”
Certificate in Business

The one-semester Certificate in Business gives you an introduction to the main areas involved in studying business. The certificate consists of the Introductory Business Studies paper, which is worth 60 points. This paper 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 will be able to apply for the Bachelor of Business.

To qualify for a Certificate in Business, you must successfully complete the paper Introductory Business Studies (60 points).

What this qualification covers

You gain knowledge and skills in business-related disciplines which will make you eligible for undergraduate level study in the Bachelor of Business.

Career opportunities

- Advancing your career in business through increased skills and knowledge
- Further study at undergraduate level

Further study

- Bachelor of Business

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

**Certificate in Business**

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<tr>
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<td>Selection criteria</td>
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AUT encourages early application. This qualification will remain open until all places have been filled.
Harim Lee
2nd-year student, Bachelor of Business in International Business and Marketing
Certificate in Business

The Certificate in Business is a good foundation for studying business, says Harim Lee who is now a second-year student in AUT’s Bachelor of Business.

“As a mature student, I hadn’t studied for over five years and my background was in art. The Certificate in Business was particularly helpful, as it helped me gain the confidence to return to university and engage in a different discipline. After finishing the certificate, I started the Bachelor of Business and was in the honours roll for my first year.”

Understanding global trends
Now a second-year Bachelor of Business student, Harim decided to major in international business and marketing to better understand global trends.

“Globalisation and technological advancement have led to a significant increase in interaction across borders. I think understanding the international environment is important, not only as a business student, but also as a global citizen. I also decided to study marketing as I wanted to gain competence in a specialised field of business.”

Relevant and industry-based
The industry knowledge of the lecturers is one of the highlights of Harim’s current study.

“The academics have strong industry knowledge, and what we learn in class is based on the real business world. It’s really motivating and inspiring, and it gives you a good idea of how to best prepare yourself for your future career.

“We don’t just learn the academic knowledge itself but also develop the skills to apply what we learned to real-life business situations. I would definitely recommend the AUT business programmes.”

Eventually she would like to work for a social business or a non-profit organisation, using her business skills to make a difference.

Outstanding support
AUT business students have access to an impressive range of student services, Harim says.

“I found the student support services – including the Student Learning Centre, the course advice team, and the health and wellbeing services – really helpful. I’ve also enjoyed attending some of the career workshops for students.

“The wide range of services you have access to makes it easy to make the most of your time at university.”
Graduate Diploma in Business and Graduate Certificate in Business

The Graduate Diploma in Business and the Graduate Certificate in Business are designed for students who want to move into postgraduate business study and need a foundation in business concepts. They are also for people who have an undergraduate degree other than business and want to develop skills for a career in a field of business including accounting, marketing or finance.

What these qualifications cover

You gain an understanding of business concepts in the specific discipline areas you have chosen to study. You choose your papers from those available in Part 2 of the Bachelor of Business. You can tailor your study to your needs and career goals.

Graduate Diploma in Business

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

Graduate Certificate in Business

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

Career opportunities

- Advancing your career in business through increased skills and knowledge in specific areas
- Further study at postgraduate level

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

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**GRADUATE DIPLOMA IN BUSINESS**

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<td>Minimum entry requirements</td>
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**GRADUATE CERTIFICATE IN BUSINESS**

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<td>Minimum entry requirements</td>
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</tr>
</tbody>
</table>

AUT encourages early application. These qualifications will remain open until all places have been filled.
Overview of our postgraduate qualifications

Research

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 the field of business. Applicants are expected to have an undergraduate business degree or equivalent, with a B+ grade average or better in your 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 capabilities. Applicants are expected to have an undergraduate business degree or equivalent, with a B grade average or better in the field in which they propose to undertake further study. 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 the student’s choice. 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 degree 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

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 Professional Accounting
The Master of Professional Accounting is designed for those with a bachelor’s degree in any field of study (with a minimum of a B- average) who want to gain a postgraduate qualification in accounting. It covers an advanced understanding of accounting principles and practice within business and the wider economic environment. It can offer a change in career path for those who 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 for those wanting to become registered chartered accountants. The related qualifications, Postgraduate Diploma in Professional Accounting, Postgraduate Certificate in Professional Accounting and Postgraduate Certificate in Business Studies, 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- average) who want to complement their previous qualification with substantive financial knowledge. 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. It gives you the opportunity to gain a postgraduate qualification in finance and develop an advanced understanding of financial principles and practices within corporations, financial markets, and the wider economic environment. Completing this master’s degree gives you the opportunity to change your career path to various positions in the finance industry, as well as finance departments of larger corporations. 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- average) who want to gain a postgraduate qualification in contemporary global business. 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. You develop an advanced understanding of global business and the challenges of managing, leading, and strategising across cultures and borders. It will provide the foundation for a successful career within an organisation engaged in cross-border business, whether exporting, investing, offshore sourcing or managing complex global supply chains. In an ever globalising world, such skills command a premium compensation package. 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- average) who want a professional postgraduate qualification in marketing. 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. Graduates of the programme will have the knowledge, skills and technical competence to work as effective marketing professionals. They will understand the current issues and debates in marketing theory and practice, and be able to apply relevant theory and techniques to practical marketing issues. The related qualifications, Postgraduate Diploma in Marketing and Postgraduate Certificate in Business Studies, are also available.

For more details visit www.aut.ac.nz/business
If you become an AUT student, not only will you be studying at a modern and innovative university, you'll also have endless opportunities to make your mark and participate in university life. Our students come from a variety of backgrounds, and you'll find all the support, encouragement and inspiration you need.

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

- Orientation for all new AUT students
- Accommodation on campus
- Athlete support
- AuSM – AUT student association
- Career advice – University Career Services
- Childcare centres
- Chinese-speaking student support
- Clubs
- Disability student support and resources
- Diversity support
- Health, counselling and wellbeing centres
- International student support
- IT support and computer labs
- LGBTI network and resources
- Justice of the Peace
- Library
- Māori student support
- Pacific student support
- Sport and fitness centres
- Sport teams and events
- Student advisors
- Student Centre
- Student exchange programme
- Student financial services
- Student Learning Centre
- Student mentors
- Scholarships office
- Volunteering activities

Our student services are designed to help you make the most of your time at AUT, but you find care and support beyond these services – in conversations with lecturers, group work with classmates and in the many campus events. Join us, and you’ll quickly learn how inclusive and caring our community is.

To find out more about AUT and what it’s like to study with us visit www.aut.ac.nz

“There are so many amazing opportunities at AUT, you just have to be keen and curious. Your degree is only a small part of your university experience, so make the most of your time at university and be willing to try new things.”

Luke McQueen
Bachelor of Business and Bachelor of Sport and Recreation
University admission to AUT bachelor’s degrees

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, interviews and auditions.

For more information on all admission categories and specific programme requirements please see 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) if taught in a New Zealand secondary school
• Discretionary Entrance
• Special Admission

* Domestic students who study CIE in another country may be eligible for this admission depending on subjects covered and levels attained with the qualification. As requirements vary such students should seek advice from AUT.

Common University Entrance requirements

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<th>CIE*</th>
<th>IB****</th>
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<tr>
<td>Overall</td>
<td>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. <strong>Note:</strong> Credits to achieve NCEA level 3 may include unit standards from non-approved subjects. <strong>Subject credits</strong> 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</td>
<td>A minimum of 120 points on the UCAS Tariff** 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.</td>
<td>IB Diploma with minimum 24 points</td>
</tr>
<tr>
<td>Numeracy</td>
<td>At least 10 level 1 (or higher) numeracy credits (can be achieved through a range of subjects)</td>
<td>A minimum grade of D in IGCSE*** mathematics or any mathematics subject at AS or A level.</td>
<td>Any mathematics subject – IB Group 5</td>
</tr>
<tr>
<td>Literacy</td>
<td>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.</td>
<td>A minimum grade of E in English Language and/or English Literature subject at AS or A level.</td>
<td>Literature or language and literature (SL or HL) – IB Group 1, with English as the language.</td>
</tr>
</tbody>
</table>

* Different regulations if CIE is taken outside of NZ or UK. See the AUT Calendar which is available online at www.aut.ac.nz/calendar
** UCAS (Universities and Colleges Admissions Services for the UK) Tariff = system which converts AS and A level grades into points.
*** IGCSE = International General Certificate of Secondary Education
**** New Zealand residents who have taken IB but have not been awarded the Diploma may apply for discretionary entrance.

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

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 the Certificate in Business offered at AUT. Please visit www.aut.ac.nz/apply for more information.
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.

Please note: There is a non-refundable assessment fee.

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 cannot 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. For more details, 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
- 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 you can apply through Special Admission for degree-level study without a University Entrance qualification if you are a New Zealand citizen or permanent 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 deal with your chosen programme will be taken into consideration.

English language requirements

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 cannot be substituted.

For more details, please refer to the English language requirements in the “General Academic Regulations” section of the AUT Calendar or visit www.aut.ac.nz/calendar

International students

Contact the International Centre 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.

Tel: +64 9 921 9637
Email: international.centre@aut.ac.nz
How much does it cost?

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 such as scholarships, student loans and allowances.

Fees

To give you an idea of approximate costs, the 2015 tuition fees for domestic students are shown below (based on full-time study and completing 120 points a year). The 2016 tuition fees will be advertised on www.aut.ac.nz/fees as soon as they have been set.

Undergraduate qualifications

<table>
<thead>
<tr>
<th>Fee (per year)</th>
<th>Approximately $6,020.00* (GST Inc)</th>
</tr>
</thead>
</table>

* Part-time students pay a proportion of the fee based on the number of academic points they are studying.

If you are an international student, please visit www.aut.ac.nz/fees for fees and information.

Other fees you may have to pay:

- Compulsory student services fee, which helps AUT fund student services, buildings and other facilities you use: $562.40 for a full-time student (based on 120 points a year).
- Additional fees such as for course materials or elective papers – please check with your faculty/department if there are additional fees for your programme of study.

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 please call (09) 921 9779 or the AUT Student Centre 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 (09) 921 9837 or visit www.aut.ac.nz/scholarships

Student loans and allowances

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

Help with planning and budgeting

We know that studying can be hard on your finances. AUT’s Student Financial Services 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

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

How to pay your fees

<table>
<thead>
<tr>
<th>ONLINE</th>
<th>Students can pay by credit card or by internet banking online at <a href="http://arion.aut.ac.nz">http://arion.aut.ac.nz</a>. Your login details will be required</th>
</tr>
</thead>
<tbody>
<tr>
<td>OR</td>
<td>Bank transfer: You can make a direct fee payment into AUT’s bank account. Visit <a href="http://www.aut.ac.nz/payment-options">www.aut.ac.nz/payment-options</a></td>
</tr>
<tr>
<td>POST</td>
<td>Pay by cheque, credit or debit card by completing the payment slip on your statement/tax invoice, detach and post to: Fee Payment, AUT, Private Bag 92006, Auckland 1142</td>
</tr>
<tr>
<td>FAX</td>
<td>Pay by credit or debit card by completing the payment slip on your statement/tax invoice and fax to (09) 921 9985</td>
</tr>
<tr>
<td>IN PERSON</td>
<td>City Campus: AUT Student Centre, WA building</td>
</tr>
<tr>
<td></td>
<td>North Campus: AUT Student Centre, AG building</td>
</tr>
<tr>
<td></td>
<td>South Campus: Campus Reception, MB building</td>
</tr>
<tr>
<td>STUDENT LOAN (STUDYLINK)</td>
<td>StudyLink will pay your fees directly to AUT. See your student loan documentation for more information.</td>
</tr>
</tbody>
</table>
How to apply

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

International students should visit www.aut.ac.nz/international

1 Apply early
   • Check if your programme has a specific closing date
   • Places are limited. Submit your application well before the semester starts
   • Semester 1 – try to apply by 27 November 2015
   • Semester 2 – try to apply by 27 May 2016

2 Complete the application form
   • Apply online at http://arion.aut.ac.nz
   • Indicate your programme(s) of choice and major (if known)
   • You will be automatically assessed for all your programme choices at the same time

3 Submit your application

4 We acknowledge your application
   • We will send you an acknowledgment email/letter, which explains how to check the status of your application on Arion – http://arion.aut.ac.nz
   • We will contact you if we need more information

5 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
   • We let you know via Arion if your application has been successful

Four possible outcomes
   • Confirmed – You have met all the criteria for entry to your chosen programme and 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, such as gaining University Entrance, then this offer will be withdrawn
   • Declined – You have not met the criteria for entry to your chosen programme or all available places have been taken
   • Decision pending – We are unable to make a decision just yet, but will let you know when we expect to make a decision

6 You accept or decline online

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
If you would rather speak to one of our friendly advisors call the AUT Student Centre 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: studentcentre@aut.ac.nz

Secondary schools
If you are a secondary school teacher, career advisor or student, our Student Recruitment team can help you with any questions you may have. Contact the team on 09 921 9815 or email recruit@aut.ac.nz

Drop in and see us
AUT Student Centre
City Campus
Level 2, ground entry, WA building,
55 Wellesley Street East, Auckland

North Campus
AG 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.

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.

www.aut.ac.nz/social
Campus maps

City Campus
55 Wellesley Street East, Auckland Central

Key:
- AUT Student Centre
- SL: Student lounge
- CAFÉS
- CP: Conference facility
- SB: Intercampus shuttle bus stop
- PT: Public transport
- Pedestrian access
- Mobility parks

AUT Student Centre
Private Bag 92006, Auckland 1142
Tel: 0800 AUT UNI (0800 288 864)
Email: studentcentre@aut.ac.nz
www.aut.ac.nz
South Campus
640 Great South Road, Manukau, Auckland

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