



**AUCKLAND
INSTITUTE
OF STUDIES
NEW ZEALAND**

BUSINESS

New Zealand is one of the most free and open global economies, with international trade driving its economy into the future.

WITH AN EXPORT INDUSTRY THAT IS WORTH MORE THAN \$50 BILLION ANNUALLY, there are endless opportunities here for Business students.

If you want to apply business studies to the global marketplace or work overseas for any length of time, you can choose from several options to study business at AIS. Each programme will provide you with a broad base of key business disciplines including management, marketing, accounting, information technology, economics and communication while also introducing you to the international dimension of business.

Studying Business at AIS will equip you with the skills you need to succeed in a career in a dynamic and export oriented market, and in a large range of business roles both locally and overseas. You will develop the skills and understanding required to work with people from different countries and cultures, and learn effective strategies for penetrating international markets.

At AIS it is important to us to be able to offer our students a well-rounded knowledge of business, regardless of which area of study or specialisation they choose. Students of Business benefit from the knowledge and opportunity to network with industry professionals who regularly visit as guest speakers and have available additional short workshops that accompany and complement their chosen programme.



2018

BACHELOR OF BUSINESS

2.300 BACHELOR OF BUSINESS

The Bachelor of Business (BBus) is a three-year qualification that contains business courses at Stages 1, 2 and 3, and gives students the opportunity to develop areas of in-depth strength by choosing electives and by completing a specialisation.

The BBus can be awarded without a specialisation, or with one of the following specialisations:

Accounting
Management
Marketing

Students may change their nominated specialisation after completing their Stage 1 courses. A double specialisation can sometimes be achieved by satisfying the requirements of each of two specialisations.

The degree programme comprises:

- 2.101 Accounting Principles
- 2.102 Management Principles
- 2.103 Marketing Principles
- 2.111 Business Communication
- 2.112 Information Technology Concepts
- 2.113 Business Economics
- 2.120 English: Study Writing
- 2.222 Strategic Management
- 2.231 Introduction to International Business
- 2.331 International Business
- One of
 - 2.361 Applied Management**
 - 2.336 Research Project**
- and ten elective courses, including no more than two at Stage 1 and no less than three at Stage 3. At least four Business elective courses must be selected. Remaining elective courses may be selected from Business, Tourism Management or Hospitality Management.

Students aiming to have the BBus awarded with a specialisation must complete the courses as specified in the corresponding specialisation (right). The four elective courses may include no more than two courses at Stage 1, and may be selected from Business, Tourism Management or Hospitality Management.



AIS GRADUATES OF BUSINESS PROGRAMMES ARE NOW:

Accounts Administrator - Eden Park
Client Site Manager - Converga
Business Development Manager - Crockers Property
Manager - Ernst & Young
Purchasing Officer - PB Technologies
Customer Manager - Asia-Pacific Management Consulting GmbH
Graduate Revenue Officer - Ministry of Revenue and Customs
ICT Sales Rep and Sales Coach - Spark

ACCOUNTING

- 10 compulsory courses (listed left)
- Four elective courses (including no more than two courses at Stage 1*)

- 2.223 Financial Management
- 2.236 Managerial Accounting
- 2.239 Financial Accounting

- 2.337 Advanced Financial Accounting
- 2.338 Auditing
- 2.344 Advanced Managerial Accounting
- and one of (with a focus on accounting)
 - 2.361 Applied Management**
 - 2.336 Research Project**

STAGE 2
STAGE 3

MARKETING

- 10 compulsory courses (listed left)
- Four elective courses (including no more than two courses at Stage 1)

- 2.224 Marketing Management
- 2.227 Retail Management
- 2.232 Consumer Behaviour

- 2.342 Business Industry Practice
- 2.355 Services Marketing
- 2.366 E-Marketing
- and one of (with a focus on marketing)
 - 2.361 Applied Management**
 - 2.336 Research Project**

STAGE 2
STAGE 3

MANAGEMENT

- 10 compulsory courses (listed left)
- Four elective courses (including no more than two courses at Stage 1)

- 2.218 Organisational Behaviour
- 2.225 Operations Management
- 2.226 Human Resource Management

- 2.342 Business Industry Practice
- 2.343 Leadership
- 2.350 Business and Social Ethics
- and one of (with a focus on management)
 - 2.361 Applied Management**
 - 2.336 Research Project**

STAGE 2
STAGE 3

5700
Over 5,700 degrees and graduate/
postgraduate diplomas awarded

BECOME A CHARTERED ACCOUNTANT



CHARTERED ACCOUNTANTS
AUSTRALIA + NEW ZEALAND



The BBus (Accounting) is accredited by CPA Australia and Chartered Accountants Australia and New Zealand (CAANZ).

Students must choose 2.114 Business Law, 2.115 Business Mathematics and Statistics, 2.261 Research Methods and 2.235 New Zealand Taxation as the four elective courses to satisfy the academic requirements for admission to CAANZ and CPA Australia membership, a big step toward becoming a Chartered Accountant.



** 2.361 Applied Management has at least 17 courses, including all compulsory courses, as a prerequisite.
2.336 Research Project has 2.261 Research Methods as a prerequisite.

GRADUATE DIPLOMA



DR ADAM BROWN
Academic Head of
Business Programmes
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Download all the latest information on our Business programmes and an enrolment pack at: www.AIS.ac.nz

2.400 GRADUATE DIPLOMA IN BUSINESS

The Graduate Diploma in Business (GDBus) is designed for graduates of a bachelor's degree or similar qualification in a discipline other than business who wish to achieve a level of competency and an advanced qualification in business. It also caters for those with a bachelor's degree in one area of business who wish to broaden their knowledge in another. Some students may wish to use this qualification as a pathway to postgraduate study in business or related disciplines. Others may wish to use it to enhance an existing qualification for a management career in business.

The programme consists of seven courses:

- 2.113 Business Economics
- 2.231 Introduction to International Business
- 2.331 International Business
- One Business elective course at Stage 2
- and three Business elective courses at Stage 3

Note: Cross-credits are not available in the GDBus. Students with prior studies in a subject will be given the opportunity to broaden their knowledge base by taking other courses at the appropriate level.

LILY ZHANG

BACHELOR OF BUSINESS

Lily Zhang remains one of the most remarkable students to have attended AIS. After working as a financial TV presenter during the early 1990s, Lily was one of the first students to come to AIS from mainland China, paving the way for thousands of students in the following years.

Keen to further develop her English skills overseas, Lily decided to move to New Zealand in 1995 to pursue a Bachelor of International Business. This developed her already good grasp of business and finance in an English-speaking context, setting Lily up for a career that would take her around Australasia.

"I didn't just want to take an English language course, so I took something a little more practical that could improve both my business and English skills," she said. "I didn't speak English very well at the time and as AIS have a strong focus on international students, it was a good choice."

International students at AIS are able to access English training programmes to prepare them to study business - from General English to English for Academic Purposes. This helps those who are new to the country to develop their language skills, ensuring they can complete their degree to the best of their ability, like Lily did.

For Lily, the best part of her AIS experience was the dedication to real world success. Learning at AIS is more than just reading textbooks and listening to a teacher, it's about understanding the industry that you want to work in and developing your skills to be work-ready before



you graduate. At AIS, this is one of our core values.

"The business programme covers all the necessary things that you need to know about business. The practical knowledge that I gained from my study was great," she said. "The teachers were very friendly and they provided us with good two-way communication through feedback and case studies."

After graduating in 1996, Lily gained employment at Duty Free Auckland in a sales position and was quickly promoted to a leadership role. Lily then secured a position with the Bank of New Zealand as a Personal Banker, leveraging her outstanding business and financial knowledge with her improved English.

Lily has since moved into the property development and property fund industries where she is now the Managing Director of LIZH Group Pty Ltd, an Australian-based company. Here, Lily is involved with various property developments around the world. She explained that Bachelor of Business graduates leave AIS ready to work in positions around the world.

"I would recommend AIS to international students as they understand Asian students' needs and requirements. There is a real focus on multi-cultural communication and inclusion - helping to create a good environment for international students," she said.

AIS welcomes students from around the world. For Lily, AIS was a great stepping stone, enabling her to pursue work in both New Zealand and Australia, and allowing her to achieve her career aspirations.

FAST-TRACK PATHWAY

2.300 BACHELOR OF BUSINESS
LEVEL 7

VS

2.300 BACHELOR OF BUSINESS
LEVEL 7

REGULAR PATHWAY

By taking on a more intensive study schedule, students can choose to fast-track their studies and shorten their study period by up to two semesters.

POSSIBLE ENTRY PATHWAY
VIA EAP/II

12 WKS

ONE YEAR

TWO YEARS

THREE YEARS

ABOUT AUCKLAND INSTITUTE OF STUDIES



Category 1 is the highest accreditation the New Zealand government can give to an education provider which means you can be assured of the quality of programmes at AIS.

Established in 1990, AIS is one of New Zealand's largest independent degree-granting institutions offering a wide range of qualifications.

We are located in central Auckland and operate from two campuses – St Helens and Asquith. Our flexible three-semester system allows students to fast-track their studies and to get a head start on their careers. We provide assistance to students on all employment issues during and after their studies – this includes arranging interviews and internships with potential employers.

We ensure that a friendly nurturing environment balances and supports our rigorous and demanding academic programmes. Students at AIS experience expert personalised education – our knowledgeable and approachable teaching faculty value personal contact with students.

We give our students everything needed to succeed and ensure that studying at AIS is a uniquely rewarding experience.

Our Programmes

Postgraduate

- Master of Business Administration
- Postgraduate Diploma in Business Administration

Graduate

- Graduate Diploma in Business
- Graduate Diploma in Tourism Management
- Graduate Diploma in Hospitality Management
- Graduate Diploma in Information Technology

Undergraduate

- Bachelor of Business
- Bachelor of Hospitality Management
- Bachelor of Information Technology
- Bachelor of Tourism Management
- New Zealand Diploma in Hospitality Management (L5 & 6)
- New Zealand Diploma in Tourism and Travel (L5 & 6)

Certificates

- TESOL
- Food and Beverage Service (Café Services) (L3)
- Licence Controller Training (LCQ)
- Barista Skills
- Food Safety

English Language

- General English - Beginners to Advanced
- IELTS Preparation
- English for Academic Purposes I (EAPI)
- English for Academic Purposes II (EAPII)

What AIS offers:

- Great value
- Individual focus
- Employment assistance
- Internships
- Fast-track programmes
- Flexible entry dates
- Scholarships and excellence awards
- Cross-credits
- On-site accommodation
- Easy access to transport
- Ample on-site parking

QUALITY EDUCATION

SUPPORTIVE ENVIRONMENT

INDIVIDUAL FOCUS

REAL WORLD SUCCESS

Qualification	NZQA Level	Duration	Intakes	Entry Requirements	Docs Req	Work Options	Outcomes	Pathways	Immigration Benefits*	Fees (NZD)
BACHELOR OF BUSINESS	Level 7	3 years (7-9 semesters)	30 Jan 21 May 10 Sep	<ul style="list-style-type: none"> • A minimum of 14 NCEA credits in each of 3 subjects at Level 3, and a minimum of 14 numeracy credits at level 1 or higher, and a minimum of 8 literacy credits at level 2 or higher; or • Successfully undertaken tertiary study; or • Equivalent overseas qualification; and • IELTS 6.0 with no band below 5.5 / Pearson 50 / TOEFL iBT 60 (with a writing score of 18) / TEP 52 with no band below 12 (approved countries only); and • 17 years and over 	<ul style="list-style-type: none"> • Application form • passport copy • school final transcripts • English test results 	<ul style="list-style-type: none"> • 20hrs per week on student visa + full-time during semester breaks + 12 mths post-study work visa 	<ul style="list-style-type: none"> • Work opportunities in entry-level management positions in accounting, business, e-commerce, marketing, international relations, import/export, business 	<ul style="list-style-type: none"> • Graduate Diploma in Information Technology, Tourism Management or Hospitality Management or MBA/PGDBA 	<ul style="list-style-type: none"> • 50 points + 10 bonus points for degree 	<ul style="list-style-type: none"> • International: \$17,920 (per 7 courses) • Domestic: \$5,040 (per 7 courses)
GRADUATE DIPLOMA IN BUSINESS	Level 7	1 year (3 semesters)	30 Jan 21 May 10 Sep	<ul style="list-style-type: none"> • Bachelor degree at least equivalent to New Zealand pass standard; and • IELTS 6.0 with no band below 5.5 / Pearson 50 / TOEFL iBT 60 (with a writing score of 18) / TEP 52 with no band below 12 (approved countries only) • Candidates without a Bachelor degree but with an appropriate mix of a lesser qualification and work experience may be approved for special admission by the Academic Board 	<ul style="list-style-type: none"> • Application form • passport copy • graduation transcripts • English test results 	<ul style="list-style-type: none"> • 20hrs per week on student visa + full-time during semester breaks + 12 mths post-study work visa 	<ul style="list-style-type: none"> • Work opportunities in entry-level management positions in accounting, business, e-commerce, marketing, international relations, import/export, business 	<ul style="list-style-type: none"> • Postgraduate Diploma/Masters degrees at other universities 	<ul style="list-style-type: none"> • 50 points 	<ul style="list-style-type: none"> • International: \$18,920 • Domestic: \$5,635

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*Subject to Immigration New Zealand policy. Bachelor degree (level 7) bonus points require a minimum of two years full time study in NZ.
1. SPECIAL ADMISSION - Students who do not meet the entry criteria may apply for Special Admission and provide additional information on employment and life experience in support of their application.
2. TEP - Students without IELTS, TOEFL, Cambridge, Pearson or other approved bridging programme may sit the AIS Test of English Proficiency (TEP) to confirm their English level for entry to programmes (approved countries only).

This publication is subject to change without notice. For the latest version please see our website: www.ais.ac.nz