



**AUCKLAND
INSTITUTE
OF STUDIES
NEW ZEALAND**

HOSPITALITY MANAGEMENT

Hospitality Management is a vibrant, diverse business sector that is growing year on year, locally as well as globally. Consistent growth in international visitor numbers and spending is forecast by Tourism New Zealand, and hotel and airport expansion plans mean New Zealand is preparing for further growth in the tourism and hospitality industries. Alongside this growth, there exists a nationwide skills shortage and a lack of suitable candidates in the hospitality sector. For AIS students this creates a range of opportunities for employment after graduation.

FOR THE PAST YEAR, THE NUMBER OF TOURISM AND HOSPITALITY JOBS ADVERTISED ONLINE HAS INCREASED BY 15.8%, ONE OF THE BIGGEST INCREASES MEASURED.*

The Hospitality Management programmes at AIS prepares students for a range of positions and levels of management in the hospitality sector by providing the skills and knowledge needed to understand this diverse industry, as well as giving them opportunities for hands-on experience within the sector.

Through industry relationships, alumni members, and support from our in-house Student Careers Centre, you will receive ongoing support and assistance in finding employment, while you study and when you graduate.

The study options available cover everything from roles at an operational level to supervisory and managerial positions. You will learn the practical skills and knowledge that employers look for in the hospitality industry, gain a firm grasp of the basic principles of management and their application, and possibly advance into more supervisory and senior roles in hospitality operations. Depending on which study option you choose, you may also have the opportunity to complete an industry placement, enabling you to gain workplace experience first-hand, and direct access to ongoing employment opportunities.



2018

UNDERGRADUATE PROGRAMMES

5.150 NEW ZEALAND DIPLOMA IN HOSPITALITY MANAGEMENT (LEVEL 5)

This programme is a one-year entry-level qualification focused on the practical skills and knowledge that employers look for in new employees in the hospitality industry.

- 3.123 Introduction to Tourism and Hospitality Marketing and Communications
- 3.124 Tourism and Hospitality Business Information Systems
- 3.125 Managing the Visitor Experience
- 5.101 Principles of Hospitality Management
- 5.102 Food Production Operations
- 5.103 Food and Beverage Service Operations
- 5.105 Accounting and Finance for Hospitality and Tourism

EMPLOYMENT IN THIS SECTOR GREW 32% IN THE 14 YEARS TO 2014, OR 2.0% EACH YEAR; AN IMPRESSIVE SUSTAINED GROWTH RATE

Source: Westpac Industry Insights, March 2016



5.250 NEW ZEALAND DIPLOMA IN HOSPITALITY MANAGEMENT (LEVEL 6)

A one-year intermediate-level qualification for students seeking to gain a firm grasp of the basic principles of management and their application. The programme is designed for people looking to advance into more supervisory and senior roles in hospitality operations.

- 3.222 Tourism and Hospitality Management
- 3.228 Integrated Marketing Communications
- 3.229 Gastronomic Tourism
- 5.202 Food and Beverage Management
- 5.203 Accommodation Management
- 5.204 Hospitality and Tourism Strategic Management
- 5.206 Financial Management for Hospitality and Tourism

NAVNEET SINGH

BACHELOR OF HOSPITALITY MANAGEMENT

New Zealand's hospitality industry is well-respected and known across the globe and for Navneet, this was the incentive to learn and develop his skills in a sector that is constantly growing. As he completed his final schooling in India, Navneet felt a strong passion towards this industry and finished a hospitality diploma in his homeland. However, Navneet believed he needed a degree and experience in a world-leading environment, and so got in contact with an agency.

As a provider that could grant Navneet cross-credits for his original diploma studies, AIS was one of the first institutes on the list. However, this wasn't the only reason that Navneet chose to live half way around the world to study the Bachelor of Hospitality Management (BHM) programme.

"I chose New Zealand because it is the right destination for the hospitality industry. It is a very new destination and a nice, peaceful and good-natured country - these elements attracted me towards Auckland and I wanted to gain good experience in hospitality."

In contrast to his learning experiences in India, Navneet believes that the AIS BHM programme gave him a more rounded view of the hospitality industry, challenging him to think out of the box and develop a management mindset. Navneet noted that the quality education and focus on the individual has ensured that if he does open a bar or hotel in New Zealand, he has the right skills to be successful.



"There are smaller classes, not like the other colleges where there are 60 or 70 students in one class. AIS has a strategy to provide smaller classes where all teachers can offer an individual focus to every student. It is a very comfortable environment where you can understand every subject clearly and can focus on your studies."

The practical elements of the BHM programme have also put Navneet in a favourable career position. As an intern at SkyCity in the food and beverage department, he was able to put his skills to the test and assess what he wanted to do in the future. Upon completing his Bachelor's degree, Navneet found employment in a central Auckland bar where he has quickly moved up the ranks to become duty manager.

In addition to his bartending duties, Navneet is responsible for ordering stock, sales, general management and taking care of the bar. He is progressing very well in the position and is looking forward to developing his career further, while currently undertaking a wine sommelier course to extend his knowledge.

Of course, Navneet credits his opportunities in New Zealand to his programme at AIS. With his base of skills, there is no reason why he won't be able to open his own bar in the coming years.

"All the teachers are really experienced and well-educated, providing students with real examples in the classroom. There is also a real focus on gaining employment at the end of the programme - the Student Careers Centre is great for helping to create CVs and apply for industry-level jobs."

"If someone wants to join AIS, I think it is the best college in the hospitality industry."



DR SEMISI TAUMOEPEAU

Acting Academic Head of Hospitality and Tourism Management Programmes

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Download all the latest information on our HM programmes and an enrolment pack at: www.AIS.ac.nz

GRADUATE DIPLOMA

5.300 BACHELOR OF HOSPITALITY MANAGEMENT

The Bachelor of Hospitality Management (BHM) is designed for students moving into a managerial role in the fast-growing hospitality sector in New Zealand or overseas. The BHM includes courses that provide a strong foundation in the key functions of management, business and leadership. Students will also acquire the skills to implement best practice across a broad range of hospitality operations.

14 courses from Level 5 and Level 6 Hospitality Management programmes plus:*

- 5.303 An Integrated Approach to Hospitality Management
- One of
 - 5.310 Applied Hospitality Management Project or
 - 5.336 Hospitality Management Research Project
- two Stage III elective courses selected from:
 - 3.311 Events Management
 - 3.313 Entrepreneurship and Small Business for Tourism and Hospitality
 - 3.315 Tourism and Hospitality Consumer Behaviour
 - 5.301 Hospitality Industry Practice
 - 5.302 International Food and Beverage Management
 - 5.312 Resorts and Hospitality Management
- and three elective courses, including at least one at Stage III, selected from Tourism Management, Hospitality Management or Business programmes.

AIS GRADUATES OF HOSPITALITY MANAGEMENT PROGRAMMES ARE NOW:

- F & B Supervisor - Ellerslie Convention Centre
- Manager - Café Manly
- Dealer - Sky City Casino
- Manager - Paradise Restaurant
- Supervisor - Grand Windsor Hotel
- Customer Service Rep - ASB Showgrounds
- Duty Manager - Valentines Restaurant
- Conference & Events Attendant - Rydges Hotel



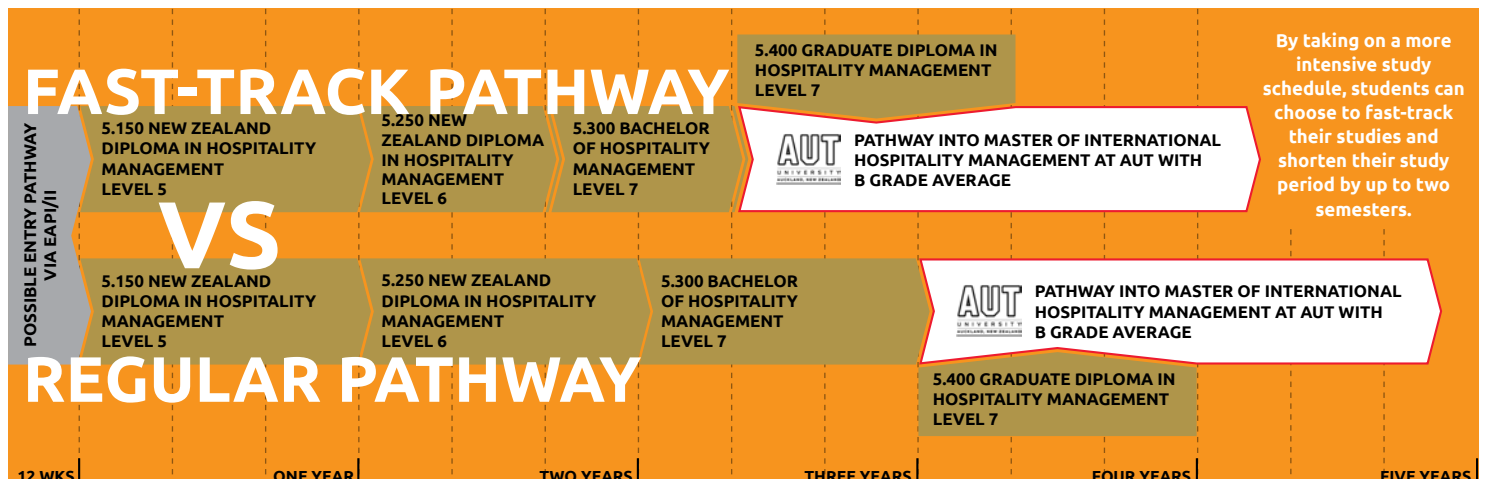
5.400 GRADUATE DIPLOMA IN HOSPITALITY MANAGEMENT

The Graduate Diploma in Hospitality Management (GDHM) is designed for graduates of a bachelor's degree or similar qualification in a discipline other than hospitality management who wish to gain the knowledge necessary to pursue a career in the hospitality sector.

The final semester comprises an internship of 20 hours per week over 12 weeks (240 hours minimum).*

- 5.101 Principles of Hospitality Management
- 5.204 Hospitality and Tourism Strategic Management
- 5.303 An Integrated Approach to Hospitality Management
- 5.398 Hospitality Internship Project
- and two Stage III elective courses selected from Tourism Management or Hospitality Management programmes.

Note: Cross-credits are not available in the GDHM. 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.



* Not all courses for the BHM and GDHM are offered every semester.

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.

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

Our Programmes

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)

Postgraduate

- Master of Business Administration
- Postgraduate Diploma in Business Administration
- Postgraduate Diploma in Information Technology

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)

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Qualification	NZQA Level	Duration	2018 Intakes	Entry Requirements	Docs Req	Work Options	Outcomes	Pathways	Immigration Benefits*	Fees (NZD)
NEW ZEALAND DIPLOMA IN HOSPITALITY MANAGEMENT	Level 5	1 year (3 semesters)	30 Jan 21 May 10 Sep	<ul style="list-style-type: none"> • A minimum of 14 NCEA numeracy credits at Level 1 or higher and 50 credits at Level 2 or above with at least 12 credits in each of 3 subjects, including a minimum of 8 literacy credits at Level 2 or higher; or • Successful completion of a Level 3 or Level 4 qualification in hospitality • Equivalent overseas qualification; and • IELTS 6.0 with no band below 5.5 / TOEFL IBT 60 (with a writing score of 18) / Pearson 50 / TEP 52 with no band below 12 (approved countries only); and • 17 years and over 	Application form + passport copy + school final transcripts + English test results	20hrs per week on student visa + full-time during semester breaks	Work opportunities in entry-level hospitality positions such as hotels, resorts, restaurants, marketing and sales, customer service	Bachelor of Hospitality Management	40 points	International: \$17,920 Domestic: \$5,040
				<ul style="list-style-type: none"> • Successful completion of the New Zealand Diploma of Hospitality Management (Level 5), or equivalent New Zealand qualification; or • Equivalent overseas qualification; or • Demonstrate equivalent knowledge and skills; and • IELTS 6.0 with no band below 5.5 / TOEFL IBT 60 (with a writing score of 18) / Pearson 50 / TEP 52 with no band below 12 (approved countries only); and • 17 years and over 	Application form + passport copy + school final transcripts + English test results	+ 12 mths post-study work visa**	Entry-level management opportunities in hotels, resorts, restaurants, marketing and sales, events and convention centres, food and beverage, rooms division, customer service		International: \$17,920 Domestic: \$5,040	
BACHELOR OF HOSPITALITY MANAGEMENT	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 / TOEFL IBT 60 (with a writing score of 18) / Pearson 50 / TEP 52 with no band below 12 (approved countries only); and • 17 years and over 	Application form + passport copy + graduation transcripts + English test results	20hrs per week on student visa + full-time during semester breaks + 12 mths post-study work visa	Management opportunities in hotels, resorts, restaurants, events and convention centre managers, food and beverage management, marketing and sales, etc.	Graduate Diploma in Information Technology or Business or Tourism Management or Postgraduate Diploma/Masters at AUT or Otago universities	50 points + 10 bonus points for degree (per 7 courses)	International: \$18,920 Domestic: \$5,040 (per 7 courses)
GRADUATE DIPLOMA IN HOSPITALITY MANAGEMENT	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 / TOEFL IBT 60 (with a writing score of 18) / Pearson 50 / 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 	Application form + passport copy + graduation transcripts + English test results	20hrs per week on student visa + full-time during semester breaks + 12 mths post-study work visa	Management opportunities in hotels, resorts, restaurants, events and convention centre managers, food and beverage management, marketing and sales, etc.	Postgraduate Diploma/Masters at AUT or Otago universities	50 points	International: \$18,920 Domestic: \$5,635

*Subject to Immigration New Zealand policy. Bachelor degree (Level 7) bonus points require a minimum of two years full time study in NZ. **For Level 6 qualification students to apply for post-study work visa, they must have studied for at least 60 weeks in NZ; or two qualifications at levels four to six on the NZQR provided each programme of study has involved at least 30 weeks study in NZ (60 weeks in total) and the final qualification is at a higher level. | 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. | TEP - Students without IELTS, TOEFL, Cambridge, Pearson or other approved bridging programme may sit the AIS Test of English Proficiency (TEEP) 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