



AUCKLAND
INSTITUTE
OF STUDIES
NEW ZEALAND

The Journey to a Better
Future starts with an MBA

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Business Administration Programmes



Master of Business Administration (MBA)
Domestic Fees (NZD) \$24,960
International Fees (NZD) \$39,000
Level 9 · 180 Credits · 18 Months



The Master of Business Administration (MBA) degree is the most internationally-recognised business qualification in the world today. It covers a range of business disciplines which form the basis of executive decision-making.

Programme participants will increase and broaden their skills base and enhance their ability to think laterally, research, problem-solve, be proactive, apply new ideas, think strategically and increase managerial competence. Skills are acquired today that can be applied tomorrow.

The MBA programme comprises five stages:

Stage 1 - Four Compulsory Courses

ACCT801 Accounting for Managers
 BUAD801 Decision Support Tools and Techniques
 MGMT801 Management in a Multicultural Environment
 MKTG801 Marketing and Enterprise

Stage 2 - Specialisation

Choose one of four available specialisations:



International Business	OR	Marketing	OR	Operations and Logistics	OR	Finance
ECON802 Economics and Global Trade MGMT902 Enterprise and Information Systems		MKTG802 Strategic Marketing – Brands, Products and Services MKTG903 Global Marketing – Future Dynamics		OPER802 Operations, Quality and Technology OPER903 Supply Chain and Project Management		*FINA802 Financial Intelligence *FINA903 Financial Risk Management (*subject to demand)

Stage 3 - One to Four Elective Courses		
Choose four if doing Research pathway, three if doing Internship, and one if doing Dissertation. Students doing the Research or Dissertation pathway must take BUAD915 Exploring Business Research.	<div style="background-color: red; color: white; border-radius: 50%; width: 100px; height: 100px; display: flex; align-items: center; justify-content: center; margin: 0 auto;"> 40 </div> <p style="text-align: center; margin: 0;">nationalities in the AIS student body</p>	
BUAD915 Exploring Business Research ECON802 Economics and Global Trade FINA802 Financial Intelligence FINA903 Financial Risk Management MGMT902 Enterprise and Information Systems MKTG802 Strategic Marketing – Brands, Products and Services MKTG903 Global Marketing – Future Dynamics OPER802 Operations, Quality and Technology OPER903 Supply Chain and Project Management		

Stage 4 - One Compulsory Course	
MGMT904 Global Strategy and Leadership	

Stage 5 - Completion Pathway

Research Pathway	OR	Internship Pathway	OR	Dissertation Pathway
BUAD916 Applied Business Research		BUAD920 Internship consisting of 300 hours minimum including 240 hours placement, onshore only.		BUAD917 Dissertation



Postgraduate Diploma in Business Administration

Domestic Fees (NZD) \$16,640
International Fees (NZD) \$26,000
Level 8 · 120 Credits · 12 Months

The Postgraduate Diploma in Business Administration comprises eight courses. It is ideally suited for busy managers seeking to increase their career skills in a shorter time frame. The ability to plan to complete an MBA degree with six months further study makes this programme an attractive option.

Each student's programme is planned in conjunction with the Head of School, Business Administration to satisfy academic regulations and reflect the candidate's background, interests and career aspirations.

Four Compulsory Courses

ACCT801 Accounting for Managers
BUAD801 Decision Support Tools and Techniques
MGMT801 Management in a Multicultural Environment
MKTG801 Marketing and Enterprise

Four Elective Courses

ECON802 Economics and Global Trade
FINA802* Financial Intelligence
FINA903* Financial Risk Management
MGMT902 Enterprise and Information Systems
MGMT904 Global Strategy and Leadership
MKTG802 Strategic Marketing – Brands, Products and Services
MKTG903 Global Marketing – Future Dynamics
OPER802 Operations, Quality and Technology
OPER903 Supply Chain and Project Management
BUAD915 Exploring Business Research
(*subject to demand)

Internship Option

An internship option of 8 to 12 weeks (240 hours placement) is also available onshore. This course, BUAD920 is weighted as two taught courses, or 30 credits. When selecting the internship option, only two elective courses are to be selected.

This is also an entry pathway for candidates that don't meet the two years of relevant work experience entry requirement. Candidates taking this option must have a degree or postgraduate qualification in cognate business disciplines.



Postgraduate Certificate in Business Administration

Domestic Fees (NZD) \$8,320
International Fees (NZD) \$13,000
Level 8 · 60 Credits · 6 Months

The Postgraduate Certificate in Business Administration (PGCBA) comprises 4 courses that feature in both our PGDBA and our MBA degree and is ideally suited to those who wish to continue their studies towards these higher qualifications in New Zealand.

Study in your home country (offshore students) or on campus (onshore students) for six months. This flexible study option gives you access to AIS library resources and IT support, and all assessments are individual assignments rather than tests or exams. You can also apply for cross-credits when pursuing other qualifications offered internationally.

Four Compulsory Courses

ACCT801 Accounting for Managers
BUAD801 Decision Support Tools and Techniques
MGMT801 Management in a Multicultural Environment
MKTG801 Marketing and Enterprise

Richard Perillo
PGDBA Alumni ~ currently Barrister and Solicitor of the High Court of New Zealand

AIS Alumni Richard Perillo, equipped with a PGDBA from AIS in 2018, exemplifies the transformative power of education.

His path from AIS student to a Barrister and Solicitor in New Zealand's High Court reflects the institution's lasting impact.

Through the PGDBA, Richard gained a holistic grasp of business, honing skills in finance, marketing, leadership, and networking. These skills, cultivated at AIS, proved vital in a competitive professional landscape. As he graduated, his knowledge and confidence propelled him globally, underscoring the enduring value of an AIS education.



“
My journey from an AIS PGDBA graduate to a Barrister and Solicitor of the High Court of New Zealand has been profoundly shaped by the comprehensive education I received at AIS.

”
Richard Perillo
PGDBA Alumni

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



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 leading independent degree-granting institutions offering a wide range of qualifications.

We are located in central Auckland and operate from the St Helens Campus in Mt Albert. Our flexible trimester system allows students to fast-track their studies and get a head start on their careers. We provide assistance to students on all employment issues during and after their studies – this includes supporting job search 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

Quality Education

Supportive Environment

Individual Focus

Real World Success

Our Programmes

Postgraduate

- Master of Business Administration
- Master of Information Technology
- Postgraduate Diploma in Business Administration
- Postgraduate Diploma in Information Technology
- Postgraduate Certificate in Business Administration (O/O)

Graduate

- Graduate Diploma in Business
- Graduate Diploma in Information Technology

Undergraduate

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

Certificates

- Certificate of Proficiency

English Language

- New Zealand Certificate in English Language (L4 & 5) (O/O)
- General English - Beginner to Advanced
- IELTS Preparation
- English for Academic Purposes (EAP)

(O/O) - also offered Online-Offshore

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New Zealand | Freephone (NZ Only): 0800 Study
AIS (0800 788 392) | Telephone: (64 9) 815 1717
Email: enquiry@ais.ac.nz

Qualification	NZQA Level	Duration	2024 Intakes	Entry Requirements	Documents required	Work Options	Outcomes	Pathways	Immigration Benefits*	Fees (NZD)
Postgraduate Certificate in Business Administration (PGCBA)	Level 8	6 Months	27 Jan 23 Mar 18 May 20 Jul 7 Sep 26 Oct	<ul style="list-style-type: none"> • IELTS 6.5 academic (with no band less than 6.0) / TOEFL iBT 79 (with a writing score of 21) / PTOE academic score of 58 with no band lower than 50 / NZCEL L5 • an undergraduate degree, or an approved professional qualification, and • at least two years relevant work experience 	Application form + postgrad entry form + passport copy + graduation transcripts + employer letters + English test results + one referee form	20hrs per week on student visa + full-time during trimester breaks	Work opportunities in entry-level management positions	PGCBA / MBA		International: \$13,000 Domestic: \$8,320
Postgraduate Diploma in Business Administration (PGDBA)	Level 8	12 months		<ul style="list-style-type: none"> • IELTS 6.5 academic (with no band less than 6.0) / TOEFL iBT 79 (with a writing score of 21) / PTOE academic score of 58 with no band lower than 50 / NZCEL L5; and • an undergraduate degree, or equivalent professional qualification as approved by the Academic Board of AIS; and • at least two years relevant work experience as approved by the Academic Board of AIS or • hold an undergraduate degree in cognate business disciplines and include the course BUAD920 Internship. 		20hrs per week on student visa + full-time during trimester breaks + post-study work visa (duration of study in NZ)	Work opportunities in entry-level management positions	MBA	4 points	International: \$26,000 Domestic: \$16,940
Master of Business Administration (MBA)	Level 9	18 months				20hrs per week on student visa + full-time during trimester breaks + 3 years post-study work visa	Work opportunities in entry- to middle-level management positions		5 points + spouse open work visa + subsidised school education for children of spouse visa holder (not Student Visa holder)	International: \$39,000 Domestic: \$24,980

*Subject to Immigration New Zealand policy.

1. SPECIAL ADMISSION - Students who do not meet the entry criteria may apply for Special Admission and provide additional information on education, employment and life experience in support of their application.

Offering of programmes and courses is subject to minimum enrolment numbers. This publication is subject to change without notice. For the latest version please see our website: www.ais.ac.nz