

# POSTGRADUATE DIPLOMA IN APPLIED MANAGEMENT

Information for International applicants

## 2016 ENTRY

Napier and Auckland

The Postgraduate Diploma in Applied Management is designed to extend, deepen, and consolidate a student's knowledge and skills in the area of applied management within the aims of the postgraduate programmes.

The Postgraduate Diploma in Applied Management is a Level 8 programme of 120 credits at levels 7 and 8, with at least 75 credits at level 8, which enables students who have completed a bachelor degree in business or similar to achieve a postgraduate level qualification in the applied management area. It can act as an entry point into the master's degree for those who don't initially meet the entry requirement, and need to demonstrate their ability to study at a postgraduate level. Alternatively, students who initially enrolled in the master's degree and are not in a position to complete it, can transfer applicable courses to the postgraduate diploma for the purposes of qualification completion.

This programme will adopt an approach that utilises research projects, work based case studies, and interaction with industry practitioners. It will be delivered using a combination of face-to-face delivery, self-directed study, and online resources.

**Qualification** Postgraduate Diploma in Applied Management

**Programme level** Level 8

**Length** 1 year

**Start dates** 15 February, 18 July (Napier)  
14 March, 15 August (Auckland)

**Study options** Full-time

**Fees** NZ\$ 20,000

**Total number of credits** 120

**Class times** 2 X 2 day workshops per course

**Individual study hours** Approximately four hours for each classroom hour.

**Location** Napier, Auckland

**Contact** International Centre Phone: +64 6 974 8902  
Email: [international@eit.ac.nz](mailto:international@eit.ac.nz)

Auckland campus Phone +64 9 300 7410  
Email: [aucklandeit@eit.ac.nz](mailto:aucklandeit@eit.ac.nz)



### STUDENT PROFILE

**Name** Ravleen Thapur

**Country** India

"I am very happy that I had made the right choice by selecting EIT for my studies. My Postgraduate programme helps me to enhance my knowledge and to enlighten my way with the mixture of management and technology. There are many opportunities for IT people as well. This Postgraduate Diploma is the great pathway to a Masters programme. It helps you at every stage of your career."



[international.eit.ac.nz](http://international.eit.ac.nz)



MAR 2016

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## PROGRAMME INFORMATION

Students can take up to 45 credits at Level 7 to complete the Postgraduate Diploma in Applied Management. This must be discussed further with the Programme Coordinator. The Programme Coordinator will discuss individual course selection with you, as the campus you choose will determine which courses are offered each year.

## COURSE DESCRIPTIONS

NB: Courses are offered subject to sufficient enrolments being received.

P= Pre-requisite – courses which must be studied before. C= Co-requisite – courses which can be studied before or at the same time.

## POSTGRADUATE DIPLOMA IN APPLIED MANAGEMENT COURSE

LEVEL 8 COURSE CODE	BRIEF DESCRIPTION	NZQA LEVEL	CREDIT VALUE
MAPM8.100	<p><b>International Markets</b></p> <p>This course is an advanced study of marketing theories and contemporary practices on how organisations (including SMEs) create and serve international markets in sustainable ways. The aim of the course is to explore and also fuse latest theories and creative practices into a unique investigation of creative market internationalisation. The students will explore, evaluate, criticise, and to some extent contribute to the body of knowledge of peers on international markets. The application of Māori business perspectives to international marketing is encouraged.</p>	8	15
MAPM8.150	<p><b>Finance for Executives</b></p> <p>This course examines and critically evaluates important issues in finance from perspectives of executives who are responsible for making significant decisions. At the end of the course the student will be able to apply the concepts, theory, and analytical techniques of finance to investment, financing and dividend decisions in a sustainable manner for small and medium sized enterprises in domestic and international contexts. The emphasis is on the development of problem solving skills based on carefully selected case studies.</p>	8	15
MAPM8.300	<p><b>Technology in Business</b></p> <p>This course is the advanced study of the use of technology in business. This can be seen as describing the business practice of converging technology and business strategies (including technology requirements and strategies used in SMEs). This includes the impact of information technology on business strategy and the way businesses operate in today's society. The student will explore, evaluate, criticise and to some extent interact and use the different technology options. The application of Māori business perspectives to the use of technology is encouraged.</p>	8	15
MAPM8.200	<p><b>Leadership</b></p> <p>At the end of this course students will be able to: demonstrate an understanding of and apply various theories, perspectives and approaches of leadership; critically evaluate contemporary leadership issues; analyse leadership in a team context; and critically reflect on their own leadership. Leadership will be examined in relation to sustainable and Māori business practices in the context of the environment in which organisations (including SMEs) operate.</p>	8	15
MAPM8.350	<p><b>Innovation</b></p> <p>At the end of the course the student will be able to discuss and analyse the effective use of innovation as an organisational strategy and to synthesise its application in various sectors and contexts.</p>	8	15
MAPM8.400	<p><b>Global Strategies in Business</b></p> <p>This course aims to develop a management perspective of strategic management principles and processes in an entrepreneurial context. Students will undertake self-directed research to demonstrate their capability to effectively apply these principles with the purpose of achieving sustainable strategic competitiveness and above-average financial returns within New Zealand's small to medium-sized enterprises and global milieu. The application of Māori business perspectives in the global context is encouraged.</p>	8	15
MAPM8.450	<p><b>Decision Making</b></p> <p>To enhance knowledge and application of decision making and implementation techniques in complex organisational environments with a focus on a range of cultural contexts.</p> <p>To develop the ability to critique rational decision making approaches in applied contexts.</p>	8	15
MAPM8.500	<p><b>Governance</b></p> <p>To explore the role of the Board of Directors and other governance bodies in terms of their statutory, regulatory and legal duties, responsibilities and obligations to stakeholders, including shareholders. This aim will be underpinned by a philosophy that it is desirable to work toward sustainable objectives and will focus on a range of enterprises from small not for profit organisations to multi-national corporates.</p>	8	15

<b>MAPM8.550</b>	<p><b>Lean Management</b></p> <p>This course focuses on gaining a management perspective of Lean principles, practices, and techniques from both a technical standpoint and the people perspective needed to effect the change and sustain the improvement. Emphasis is placed on developing the individual skills needed to become a Lean thinker and champion, and on building a roadmap for transitioning an organization from its current state to one of being a lean operation.</p>	8	15
<b>MAPM8.600</b>	<p><b>Special Topic</b></p> <p>This course provides an opportunity for participants to develop and apply new skills and techniques to small existing or small emerging problems in the applied business area. Participants will be required to demonstrate independent application of knowledge and skills within the Business field. Students will be expected to demonstrate an ability to research a specific business issue or problem. The student will be expected to demonstrate an ability to research a specific business issue or problem applying different investigative methods including sustainability and may include Māori-centric perspectives.</p> <p><b>P = MAPM8.900 Research in Applied Management.</b></p>	8	15
<b>MAPM8.900</b>	<p><b>Research in Applied Management</b></p> <p>This Course is an advanced study of both qualitative and quantitative research methods applicable to business. The aim of the Course is to provide students with a framework for research in the applied management context which can be used to conduct research relevant to current business issues in organisations (including SMEs). The application of Māori-centric and sustainability-focussed research methods will be encouraged.</p>	8	30





# POSTGRADUATE DIPLOMA IN APPLIED MANAGEMENT

## ACADEMIC STAFF

Our lecturers are highly trained professionals with particular areas of expertise in accountancy, management, economics, law, computing, marketing and statistics.

We value our partnership with students and aim to provide quality education in a supportive environment, encouraging personal growth and professional development.

NAME	QUALIFICATION
Dr Jonathan Sibley	PhD (Massey). MBA (Distinction) (Massey). BA (Victoria) F Fin.
Dr Ram Roy	PhD in Supply Chain Management (Indian Institute of Technology, Kharagpur, India). Master of Technology (Computer Integrated Design & Manufacturing), (First Class with Distinction). Bachelor of Mechanical Engineering (First Class with Distinction). PGDBA (University of Canterbury, New Zealand).
Noel Yahanpath	Certified Practicing Accountant (CPA) - Australia Master of Applied Management Administration (MBA), University of Colombo Post-graduate Diploma in Business and Financial Administration (DBFA), Institute of Chartered Accountants, Sri Lanka Bachelor of Science (BSc) University of Sri Jayawardenepura
Robbie Field	PhD (in Progress) Masters (Human Resource Management) Johannesburg University Honours degree (Industrial and Organisational Psychology) University of Cape Town Bachelor of Commerce (majors: business economics and industrial psychology) University of South Africa
Nick Cordery	Master of Applied Management (in process) Post-Graduate Diploma in Business BSc (Hons) Nottingham University Certificate in Education (FE) Wolverhampton Polytechnic 1994 D33 / D34 Assessor award BTEC
Alison Pavlovich	Master of Laws at the University of Auckland (in process) B Com/LL B, Chartered Accountant (NZICA)
Dr Stephen Hinge	Doctor of Business Administration, Southern Cross University Master of Applied Management Administration, Henley University of Reading Diploma of Management, Henley University of Reading Project Management Professional, Project Management Institute USA

## STUDY PATHWAYS/JOB OPPORTUNITIES

The Postgraduate Diploma in Applied Management enables graduates to be self-employed practitioners, or pursue domestic and/or international professional careers within different types of industries and agencies. These can include the following areas:

- Domestic and international markets
- Financial and cost management
- Managing people and businesses
- Understand different cultures and how to do business in a multi-cultural environment
- Strategic planning and strategic management
- Corporate planning
- Managing and controlling different types of technology
- Innovation and entrepreneurial
- Consultancy
- Product and services marketing
- Operations and business in the global world
- Sustainable business
- Research in industry and business

## ENTRY CRITERIA

### ACADEMIC ENTRY REQUIREMENTS

For the Postgraduate Diploma in Applied Management, applicants will need to have successfully completed a three year degree in a business discipline or related field.

### ENGLISH LANGUAGE ENTRY REQUIREMENTS

IELTS (6.5 Academic) with no band score lower than 6.0 or equivalent, or completion of an EIT Hawke's Bay assessment.

