Develop your critical thinking skills and the ability to lead and influence businesses and organisations for a future of commercial, community, and environmental sustainability.

The Master’s of Applied Management has a practical focus, grounded in theory, but emphasising the application of knowledge in ‘real world’ contexts and is designed to extend, deepen and consolidate your future at the forefront of business and management.

You will gain specialised business knowledge and skills and the ability to apply business knowledge by building on your existing qualifications and experience, resulting in a comprehensive understanding, professional competence and leadership skills in modern business and management.

**CAREER OPPORTUNITIES**

These courses enable graduates to develop and/or manage a business, or pursue 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 entrepreneurship
- consultancy
- product and services marketing
- operations and business in the global world
- sustainable business
- research in industry and business

**EITGRADUATE ONLINE**

The EITGraduate Online Campus is a growing, vibrant and active community of postgraduate students from across the world.

Our flexible study options mean that you will be able to study from wherever you are. Whether you want to complete your programme fully online or take advantage of the Online to On Campus pathway options, the choice is yours. Students can study as much of their programme online as they wish and choose whether to complete their qualification online or in New Zealand.

EITGraduate Online offers a fully integrated New Zealand study experience, which includes a series of classes with face-to-face digital engagement with lecturers, peers, industry experts and all the support you need to succeed. Faculty will prepare individual course plans with each student. You will have set classes during the week you have to attend, and all classes are recorded for your convenience.

**SCHOLARSHIP 🎓**

There is a scholarship available for this pathway for Humber graduates. This scholarship provides a contribution to assist students to realise their goal of completing a Master’s qualification.

Please note that students are not able to use more than one discount or scholarship offer on a programme of study at EIT.
ENTRY CRITERIA

ACADEMIC ENTRY REQUIREMENTS
Students who have successfully completed a Bachelor’s degree in any discipline and an approved Humber Ontario Graduate Certificate will be eligible to enter into the Master of Applied Management at EIT. Please refer to the table below for specific pathway eligibility.

If you have completed an Ontario Graduate Certificate at Humber College in an academic discipline that relates to Applied Management not listed on the left and would like to have your eligibility for cross-credits assessed, we may be able to develop a customised pathway for you. Please contact international@eit.ac.nz to discuss what options may be available for you.

ENGLISH LANGUAGE ENTRY REQUIREMENTS
Achievement of the NZQA minimum English proficiency standards for a degree programme by completing any Ontario Graduate Certificate.

STUDY PATHWAYS

To complete the EIT Master of Applied Management (180 credits), graduates of the Humber Ontario Graduate Certificate require a minimum of 45 credits at NZQF Level 9. The table below details the courses students will need to complete based on their pathway.

75 CREDIT PATHWAY (9 MONTHS)

<table>
<thead>
<tr>
<th>Term A (9 weeks)</th>
<th>Term B (9 weeks)</th>
<th>Term C (9 weeks)</th>
<th>Study Pathways</th>
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<tbody>
<tr>
<td>Applied Research Methods*</td>
<td>Level 9 Course Selection</td>
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<tr>
<td>Level B Elective or Special Topic I</td>
<td>Independent Scholarly Project</td>
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90 CREDIT PATHWAY (9 MONTHS)

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120 CREDIT PATHWAY (1 YEAR)

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<th>Term A (9 weeks)</th>
<th>Term B (9 weeks)</th>
<th>Term C (9 weeks)</th>
<th>Term D (9 weeks)</th>
<th>Study Pathways</th>
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1 Students who have taken an approved research methods course from Humber can choose a Level 8 elective in place of Applied Research Methods.

.Pending faculty approval.
### LEVEL 8 COURSE NO.  BRIEF DESCRIPTION  LEVEL  CREDITS

<table>
<thead>
<tr>
<th>COURSE NO.</th>
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<th>LEVEL</th>
<th>CREDITS</th>
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</thead>
</table>
| MAPM8.160  | Strategic Financial Management  
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. | 8  | 15 |
| MAPM8.200  | Leadership  
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. | 8  | 15 |
| MAPM8.250  | Advanced Strategic Marketing  
This course allows students to develop advanced knowledge and skills related to formulating marketing strategies based on the analysis of key markets and environments in both a local and global context. | 8  | 15 |
| MAPM8.350  | Innovation  
This course examines the effective use of innovation as an organisational strategy and to synthesise its application in various sectors and contexts. | 8  | 15 |
| MAPM8.400  | Global Strategies in Business  
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. | 8  | 15 |
| MAPM8.500  | Governance  
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. | 8  | 15 |
| MAPM8.700  | The Contemporary Global Business Environment  
This course aims to develop the knowledge and skills necessary to manage and develop organisations in the contemporary networked, globalised and constantly evolving business environment. | 8  | 15 |
| MAPM8.800  | Sustainable Organisations  
This course allows students to develop the knowledge and skills to lead the ongoing transformation and development of responsive and sustainable organisations. | 8  | 15 |
| PGDAV8.100 | Data Analytics and Visualisation  
The aim of this course is to provide students with learning opportunities to develop advanced knowledge and skills in data analytics and data wrangling for effective data-driven decision making and data visualization. | 8  | 15 |
| PGISEB.200 | Information Sourcing and Evaluation  
The aim of this course is for students to develop the knowledge and skills to locate and interpret scholarly information in context of their discipline. | 8  | 15 |
| PGQM8.400  | Quantitative Methods and Contemporary Tools (Napier & Auckland)  
The aim of this course is for students to develop advanced skills in the use of contemporary data analysis platforms. The course can be taken as both a stand-alone and as a preliminary course for Strategic Financial Management and Data Analytics and Visualisation. | 8  | 15 |
| PGSCR8.100 | Scholarly Communication and Reflection  
The aim of this course is for students to develop advanced knowledge and skills in critical analysis, scholarly communication and reflective practice in the context of their discipline. | 8  | 15 |
| PGST8.100  | Special Topic  
The aim of this course is to develop students’ knowledge, skills and techniques related to research and problem solving, and to support them in applying these in a small-scale study addressing an existing or emerging problem or issue in their discipline or industry. | 8  | 15 |
| PGWIL8.100 | Work Integrated Learning  
This course aims to support students in advancing their discipline specific knowledge and skills in a workplace context or with a client by investigating systems and processes to identify issues or problems and developing relevant recommendations. | 8  | 15 |
**PGRM8.100  Applied Research Methods**
This course is a study of the principal approaches to descriptive, causal and critical research. The course examines a range of applied qualitative, quantitative and mixed methods research techniques relevant to a broad range of applied research contexts.

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<td>PGRM8.100</td>
<td>Research Proposal</td>
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**PGRP8.100  Research Proposal**
The aim of this course is to support students’ in identifying a problem or issue in their field of study or work and formulating a comprehensive and implementable research proposal to address this problem or issue.

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<td>PGST9.100</td>
<td>Special Topic II</td>
<td>9</td>
<td>15</td>
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**PGST9.100  Special Topic II**
The aim of this course is to develop students’ knowledge, skills and techniques related to research and problem solving, and to support them in applying these in depth study addressing an existing or emerging problem or issue in their discipline or industry.

**PGCC9.200  Communicating Complex Concepts**
This course aims to advance students’ ability to communicate complex concepts from their field of study in simple terms appropriate to different audiences in order to contribute to others’ understanding and the dissemination of knowledge.

**P: PGRM8.100 Applied Research Methods**

**PGAC9.300  Applied Capstone**
An advanced course of study designed to integrate students’ prior coursework-based learning by working collaboratively on complex cases. The course enables students to develop skills (in particular collaborative problem solving and work management skills) which can enable them to apply their learning in organisational contexts.

**PGISP9.400  Independent Scholarly Project**
This course provides the opportunity for students to be guided step-by-step in integrating the knowledge and skills acquired throughout the programme, and extending these, by conducting and reporting on desk-based research.

**P: PGRM8.100 Applied Research Methods**

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<td>Applied Capstone</td>
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<tr>
<td>PGISP9.400</td>
<td>Independent Scholarly Project</td>
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**Disclaimer:** Programme content is based on current information and may be subject to change. EIT reserves the right to cancel or postpone any programme and shall not be liable for any claim other than that proportion of the programme fee which the cancelled or postponed portion bears.