POSTGRAD DIPLOMA / MASTER
APPLIED MANAGEMENT 2019

Information for International applicants

Napier and Auckland

POSTGRADUATE DIPLOMA IN APPLIED
MANAGEMENT (1 YEAR)

This programme deepens and broadens applied business management knowledge well beyond initial undergraduate level.

The programme has a strong applied, real-world focus and utilises research projects, work-based case studies and interaction with industry practitioners in addition to on-campus workshops and blended learning. The programme develops students applied business problem solving and critical thinking skills to advanced levels.

MASTER OF APPLIED MANAGEMENT (18 MONTHS)

Progressing on from the Postgraduate Diploma, this programme seeks to develop students’ applied management capabilities and has a practical focus grounded in theory. It emphasises the application of knowledge in real-world contexts. Students will choose from two streams; a coursework stream and a research stream.

COURSEWORK:

This stream will incorporate a capstone course and an individual scholarly project (a small scale research project). Students will have the opportunity to apply their knowledge through practical assessments (including cases and business simulations) and projects; working in groups and individually.

RESEARCH:

Students will undertake an extended individual research project focusing on a specific business issue or problem, incorporating advanced levels of analysis, evaluation and discussion. Students wanting to enrol in this stream should have prior experience in business research.

The eight areas of professional competence that are covered by the programme are:

- Money
- Markets
- Technology
- Innovation
- Planning
- People and culture
- Globalisation
- Sustainability

SCHOLARSHIP

There is a scholarship available for this programme. This scholarship provides a small contribution to assist students realise their goal of studying in New Zealand.

All International students who accept an offer of place for this programme will receive the scholarship. Please contact us for more information: international@eit.ac.nz

CAREER OUTLOOK

EMPLOYMENT RATE

81%

Employment rate of those who have completed this qualification

In further study

JOBS OPPORTUNITIES

$44k -- 84k

Earnings range after study

Source: https://www.careers.govt.nz/qualifications/view/2518/6007
**ENTRY CRITERIA**

**ACADEMIC ENTRY REQUIREMENTS**

An undergraduate business degree with a B pass or better, plus previous relevant work experience.

Where the candidate’s undergraduate degree does not provide the basis of study at the level required for more advanced study, students will be required to enrol in the Postgraduate Diploma in Applied Management in the first instance. Upon successful completion, they can choose to continue their studies to Masters degree level, either through classroom based study or research.

**ENGLISH LANGUAGE ENTRY REQUIREMENTS**

Approved scores on TOEFL or IELTS (6.5 Academic) with no band score lower than 6.0 or equivalent.

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**LEVEL 8**

- MAPMB.100 International Markets 15
- MAPMB.150 Finance for Executives 15
- MAPMB.200 Leadership 15
- MAPMB.350 Innovation 15
- MAPMB.400 Global Strategies in Business 15
- MAPMB.450 Decision Making 15
- MAPMB.500 Governance 15
- MAPMB.550 Lean Management 15
- MAPMB.600 Special Topic 15
- MAPMB.650 Workplace Learning 15
- PGRMB.100 Applied Research Methods 15
- PGRPB.100 Research Proposal 15

**LEVEL 9: MASTER OF APPLIED MANAGEMENT (60 CREDITS)**

**RESEARCH STREAM**

- MAPMB.900 Applied Business Research Project 45
  + 1 x Level 8 subject (see list above) 15

**COURSEWORK STREAM**

- MAPMB.920 Applied Management Capstone 30
- MAPMB.930 Independent Scholarly Project 15
  + 1 x Level 8 subject (see list above) 15

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**FIND OUT MORE:**

international@eit.ac.nz

www.international.eit.ac.nz

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**CAREER PATHWAYS**

These programmes 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, and;
- research in industry and business.

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**ENGLISH LANGUAGE ENTRY REQUIREMENTS**

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<table>
<thead>
<tr>
<th>LEVEL 7</th>
<th>BRIEF DESCRIPTION</th>
<th>CREDITS</th>
<th>LEVEL</th>
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<tbody>
<tr>
<td>AC7.01</td>
<td>Advanced Financial Accounting (Napier Only)</td>
<td>15</td>
<td>7</td>
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<tr>
<td>AC7.02</td>
<td>Advanced Management Accounting (Napier Only)</td>
<td>15</td>
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<tr>
<td>AC7.04</td>
<td>Advanced Taxation (Napier Only)</td>
<td>15</td>
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<tr>
<td>AC7.05</td>
<td>Audit and Assurance Services (Napier Only)</td>
<td>15</td>
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<td>AC7.06</td>
<td>Industry Based Learning (Accounting) (Napier Only)</td>
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<td>BU7.01</td>
<td>Special Topic (Napier &amp; Auckland)</td>
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<tr>
<td>LM7.01</td>
<td>Business Project (Napier &amp; Auckland)</td>
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<td>LM7.02</td>
<td>Internship (Napier Only)</td>
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<td>LM7.07</td>
<td>International Business (Napier &amp; Auckland)</td>
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<td>MG7.01</td>
<td>Strategic Management (Napier &amp; Auckland)</td>
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<td>MG7.02</td>
<td>Advanced Operations Management (Napier &amp; Auckland)</td>
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<td>MG7.03</td>
<td>Advanced Human Resource Management (Napier Only)</td>
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<td>MG7.04</td>
<td>Career Management (Napier Only)</td>
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<tr>
<td>MG7.05</td>
<td>Entrepreneurship and Innovation (Napier Only)</td>
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<tr>
<td>MK7.01</td>
<td>Strategic Marketing (Napier &amp; Auckland)</td>
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<tr>
<td>MK7.02</td>
<td>Marketing Research (Napier Only)</td>
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<tr>
<th>LEVEL 8</th>
<th>BRIEF DESCRIPTION</th>
<th>N8: all level 8 courses are offered on both Campuses (subject to demand)</th>
<th>CREDITS</th>
<th>LEVEL</th>
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<tbody>
<tr>
<td>MAPMB.100</td>
<td>International Markets (Napier &amp; Auckland)</td>
<td>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.</td>
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<tr>
<td>MAPMB.150</td>
<td>Finance for Executives (Napier &amp; Auckland)</td>
<td>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.</td>
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<tr>
<td>MAPMB.200</td>
<td>Leadership (Napier &amp; Auckland)</td>
<td>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.</td>
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<tr>
<td>MAPMB.350</td>
<td>Innovation (Napier &amp; Auckland)</td>
<td>This course examines the effective use of innovation as an organisational strategy and to synthesise its application in various sectors and contexts.</td>
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<td>Course Code</td>
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<td>MAPM8.450</td>
<td>Decision Making (Napier &amp; Auckland)</td>
<td>To enhance knowledge and application of decision making and implementation techniques in complex organisational environments with a focus on a range of cultural contexts. To develop the ability to critique rational decision making approaches in applied contexts.</td>
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<tr>
<td>MAPM8.500</td>
<td>Governance (Napier &amp; Auckland)</td>
<td>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.</td>
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<td>MAPM8.550</td>
<td>Lean Management (Napier &amp; Auckland)</td>
<td>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.</td>
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<tr>
<td>MAPM8.600</td>
<td>Special Topic (Napier &amp; Auckland)</td>
<td>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.</td>
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<tr>
<td>PGRM8.100</td>
<td>Workplace Learning (Napier &amp; Auckland)</td>
<td>This course provides students with the opportunity to experience a business work environment and to gain a management perspective of the particular environment in which the work is carried out. The students will be required to tackle and write up a number of mini projects that they have completed as part of their work experience, applying different investigative methods including sustainability and may include Māori-centric perspectives.</td>
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<tr>
<td>PGRP8.100</td>
<td>Applied Research Methods &amp; Research Proposal (Napier &amp; Auckland)</td>
<td>These courses are typically taken sequentially. These courses are 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-focused research methods will be encouraged.</td>
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- A student can take up to 60 credits (level 8) from any of the following Master Programmes, with approval from the Programme Coordinator: Master of Health Science, Master of Nursing, or Master of Information Technology.
- Up to 30 unspecified credits might be allowed with Programme Coordinator approval.
- Any approved 15 credit level 8 course or Research in Applied Management (30 credits) if this has not been completed previously.

**LEVEL 9: MASTER OF APPLIED MANAGEMENT**

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<thead>
<tr>
<th>Course Code</th>
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<tbody>
<tr>
<td>MAPM9.100</td>
<td>Applied Business Research Project (compulsory for Master of Applied Management) (Napier &amp; Auckland)</td>
<td>This course provides an opportunity for participants to develop and apply new skills and techniques to existing or emerging problems in the applied business area. Participants will be required to demonstrate independent application of highly specialised knowledge and skills within the business field. Students will be expected to demonstrate ability to research a specific business issue or problem, incorporating advanced levels of analysis, evaluation, discussion, and theoretical development.</td>
<td>9</td>
<td>45</td>
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<tr>
<td>MAPM9.200</td>
<td>Applied Management Capstone (Napier &amp; Auckland)</td>
<td>An advanced course of study designed to integrate students' prior coursework-based learning by working collaboratively on complex cases. The course enables student to develop skills (in particular collaborative problem solving and work management skills) which can enable them to apply their learning in organisational contexts.</td>
<td>9</td>
<td>15</td>
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<tr>
<td>MAPM9.300</td>
<td>Independent Scholarly Project (Napier &amp; Auckland)</td>
<td>An advanced course of study which is designed to guide students through the process of applying research principles to practice. This is done through the completion of a project on a topic chosen in the course by the student and linked thematically to one of the cases studied in MAPM9.200 Applied Management Capstone course.</td>
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<td>30</td>
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