



# Master of Applied Management (Business Management)



## Domestic fee

\$12,414

## International fee

Standard fee: \$36,050

Fee after Covid-19 scholarship:  
\$29,050

Compulsory student levy >  
StudyLink >

\*Fees are approximate, subject to change and exchange rates

Location	On campus in Dunedin or Auckland, or online for students outside of New Zealand Please note: Our Auckland on campus option is for international students only
Duration	18 months full-time; part-time options (Dunedin only)
Delivery	> On campus in Dunedin with face-to-face and online learning > On campus in Auckland with face-to-face delivery and block courses, or > Online by distance for international students outside of New Zealand

Credits	180
Level	9
Start	Dunedin: February and July Auckland: February, April, July and October
Apply	Now

Successful completion of this advanced programme will enable you to confidently engage with research and its application across a range of disciplines within the applied management context.

Graduates of this qualification are critical thinkers, effective problem solvers, future-focused and apply specialised management and leadership knowledge and capabilities to new situations within the field of business management.

Management occupations are projected to grow rapidly over the next ten years leading to an increasing need for management professionals and there is also an increasing demand for those professionals to hold higher level qualifications. Applicants for these roles are therefore at a considerable advantage with a postgraduate qualification.

## In Dunedin

This qualification offers you two pathway options: Professional Project and Coursework, or Research Thesis.

## In Auckland or online

This qualification offers you three pathways: Coursework, Professional Project and Coursework, or Research Thesis. It's offered by Future Skills Academy due to a sub-contract arrangement with Otago Polytechnic.

## Career or further study options

This qualification prepares you for further postgraduate study. Alternatively, it also prepares you to advance your career or enhance your own organisation.

## Entry requirements

Minimum entry requirements are:

- > A Bachelor's degree (or equivalent qualification) in a related discipline with a grade average at Level 7/8 of B- or higher, OR
- > A combination of academic qualifications and relevant skills and knowledge acquired through work or professional experience that is deemed equivalent to the above.
- > International applicants must demonstrate that they have equivalent academic qualifications and experience. [Click here for your country's equivalent academic entry requirements.](#)
- > If English is not your first language, you must provide:
  - > New Zealand University Entrance OR
  - > Overall Academic IELTS 6.5 with no individual band score lower than 6.0 (achieved in one test completed in the last two years), OR
  - > Acceptable alternative evidence of the required IELTS (see [here](#) for NZQA proficiency table and [here](#) for list of recognised proficiency tests).

If you need to improve your English Language skills, we offer a wide range of English programmes.

#### Selection criteria

Where there are more applicants than places available, applicants will be selected on the basis of the best academic records and their admission recommended to the OPAIC Director, Learning and Teaching in Auckland or the Programme Leader in Dunedin who will approve the final selection.

#### Pathways into this programme

You may have completed an undergraduate degree in a different discipline and be working in a management role. There are no specific foundation/bridging programmes in applied management for this qualification. Where English proficiency does not meet the required IELTS level, you may pathway to this qualification by completing the New Zealand Certificate in English Language (Level 5) which is available at Otago Polytechnic.

#### Studying on campus

You'll learn using an online learning platform called Moodle. This means that, no matter where you are, you have easy access to all your course content. You also have access to Office 365, including Microsoft Teams, which you can use as part of your interaction with lecturers and classmates.

#### Studying online (from offshore)

Your offshore online study journey will begin with an online Orientation. This session will cover introductions to staff, tips for academic success, and wellbeing information, among other things.

All courses offered at OPAIC use Moodle, which is an online learning management system (LMS). The use of the Moodle LMS means that students, no matter where they are, have ready access to all their course content.

All students have access to Microsoft Teams, where you will be able to collaborate with your classmates and work on certain tasks that have been designed by the lecturers.

Students get access to Office 365, including Teams, which they can use as part of their online interaction with lecturers and classmates.

Online students have access to the same services as students on campus. This includes online learning support, which will be available via Microsoft Teams. All online students will also have remote access to our library.

#### Your workload

You will be expected to spend about 38 hours per week (or 300 hours per study block) on your course work. This includes both scheduled class time and self-directed study. For on-campus students, some of these hours may be spent in a workplace gaining hands-on experience and developing important industry and business connections.

#### You will study (in Dunedin)

The Master of Applied Management has two pathway options.

##### 1. Professional Project and coursework

Complete the four compulsory courses listed below plus Professional Project (45 credits, Level 9) and five courses at Level 8 and Level 9 (at least two courses must be at Level 9) from the electives list.

##### 2. Research Thesis

Complete the four compulsory courses listed below plus Research Thesis (120 credits, Level 9).

COMPULSORY			
Course name	Course description	Level	Credits
Capabilities for Managers	Gain a critical awareness of the skills needed to manage complex organisations	8	15
Research and Enquiry	Achieve the skills needed to undertake small-scale professional projects within organisations	8	15
Analytics for Managers	Achieve the skills needed to critically evaluate data for decision making within applied management	8	15
Project Management	Develop critical analysis and application skills in project management	8	15
ELECTIVES			
Elective name	Description	Level	Credits
Entrepreneurship and Innovation	Learn how to analyse the processes associated with managing entrepreneurship and innovation within both new ventures and existing firms and to assess the significant issues associated with utilising these managerial concepts to optimise organisational performance	8	15
Marketing in a Digital Age	Gain the marketing management capabilities necessary to organise and manage for growth and profitability in a digital age	8	15
Applied Human Resource Management	Gain the skills needed for management of human resources within contemporary Aotearoa/New Zealand organisations	8	15
Financial Decision Making	Enables you to apply the concepts, theory and analytical techniques of finance to investment, financing and dividend decisions of a firm	8	15
Managing Change and Adversity	Critically analyse the processes associated with achieving organisational growth, effective management of change, and the implementation of actions to respond to adversity, including how iwi/Māori organisations have managed post settlement growth	9	15

You will study (in Auckland or online)

The Master of Applied Management has three pathway options.

1. Coursework

Complete the four compulsory courses listed below plus eight other courses (including *at least* three Level 9 courses) from the electives list.

2. Professional Project and coursework

Complete the four compulsory courses listed below plus Professional Project (45 credits, Level 9) and five courses at Level 8 and Level 9 (at least two courses must be at Level 9) from the electives list.

### 3. Research Thesis

Complete the four compulsory courses listed below plus Research Thesis (120 credits, Level 9).

<b>COMPULSORY</b>			
Course name	Course description	Level	Credits
Capabilities for Managers	Gain a critical awareness of the skills needed to manage complex organisations	8	15
Research and Enquiry	Achieve the skills needed to undertake small-scale professional projects within organisations	8	15
Analytics for Managers	Achieve the skills needed to critically evaluate data for decision making within applied management	8	15
Project Management	Develop critical analysis and application skills in project management	8	15
<b>ELECTIVES</b>			
Elective name	Description	Level	Credits
Developing Effective Organisations	Gain a critical understanding of organisational development theory and practice in organisational contexts including Iwi/Māori organisations	8	15
Entrepreneurship and Innovation	Learn how to analyse the processes associated with managing entrepreneurship and innovation within both new ventures and existing firms and to assess the significant issues associated with utilising these managerial concepts to optimise organisational performance	8	15
Managing for Sustainability	Develop sustainable practice capabilities and learn how to apply these capabilities to a variety of applied settings as a sustainable practice manager	8	15
Marketing in a Digital Age	Gain the marketing management capabilities necessary to organise and manage for growth and profitability in a digital age	8	15
Financial Decision Making	Enables you to apply the concepts, theory and analytical techniques of finance to investment, financing and dividend decisions of a firm	8	15
Applied Human Resource Management	Gain the skills needed for management of human resources within contemporary Aotearoa/New Zealand organisations	8	15

Cross-cultural Management	Develop the capabilities to evaluate the issues that arise in the leadership of organisations when managers address culturally-determined differences in employee values, attitudes and behaviours	9	15
Corporate Governance and Leadership	Evaluate complex corporate governance and leadership challenges in the context of different ownership structures. This will include governance and leadership models in the context of indigenous organisations, and the importance of the Treaty of Waitangi	9	15
Managing Change and Adversity	Critically analyse the processes associated with achieving organisational growth, effective management of change, and the implementation of actions to respond to adversity, including how iwi/Māori organisations have managed post settlement growth	9	15
Management of Information Systems	To enable students to understand how information systems should be managed in order to assist in the achievement of the strategic goals of organisations.	9	15

#### Recognition of Prior Learning

Recognition of Prior Learning including cross credit or credit transfer are available for this programme.

Advanced standing is available for up to 60 credits in this programme through the process of assessment of prior learning. Students may use a combination of formal and informal learning experiences to support their application.

The following courses are not available for credit recognition:

- > AM801002 Capabilities for Managers
- > AM901001 Professional Project
- > AM902001 Research Thesis

#### Disclaimer

While every effort is made to ensure that this sheet is accurate, Otago Polytechnic reserves the right to amend, alter or withdraw any of the contained information. The fees shown in this document are indicative ONLY. Both domestic and international fees are subject to change and are dependent on the development and implementation of Government policies. Please note that additional fees may from time to time be required for external examination, NZQA fees and/or additional material fees.