



2026



AUCKLAND  
INSTITUTE  
OF STUDIES  
NEW ZEALAND

MBA

The Journey to a  
BETTER FUTURE  
starts with an MBA



NEW ZEALAND.COM  
Licence No.100708

### 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 Information Technology Technical Support (L5)

#### Certificate

- Certificate of Proficiency

#### English Language

- General English - Beginner to Advanced
- New Zealand Certificate in English Language (Academic) (L4 & L5) (O/O)
- English classes for migrants
- Prepaid English Language Tuition (PELT)

(O/O) - also offered Online-Offshore

28A Linwood Avenue, Mt Albert, Auckland 1025, New Zealand  
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Telephone: (64 9) 815 1717 | Email: enquiry@ais.ac.nz

[www.AIS.ac.nz](http://www.AIS.ac.nz)



NZQA  
Category 1

## 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

Qualification	NZQA Level	Duration	2026 Intakes	Entry Requirements	Documents required	Work Options	Outcomes	Pathways	Immigration Benefits*	Fees (NZD)
Postgraduate Certificate in Business Administration (PCCBA)	Level 8	6 Months	31 Jan	<ul style="list-style-type: none"><li>• 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</li><li>• an undergraduate degree, or an approved professional qualification, and</li><li>• at least two years relevant work experience</li></ul>	Application form + postgrad entry form + passport copy + graduation transcripts + employer letters + English test results + one referee form	25hrs per week on student visa + full-time during trimester breaks	Work opportunities in entry-level management positions	PCDBA MBA		International: \$14,160 Domestic: \$9,060
Postgraduate Diploma in Business Administration (PCDBA)	Level 8	12 months	28 Mar 23 May 18 Jul 12 Sep 31 Oct	<ul style="list-style-type: none"><li>• 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</li><li>• an undergraduate degree, or equivalent professional qualification as approved by the Academic Board of AIS; and</li><li>• at least two years relevant work experience as approved by the Academic Board of AIS or</li><li>• hold an undergraduate degree in cognate business disciplines and include the course BUAD920 Internship.</li></ul>	Application form + postgrad entry form + passport copy + graduation transcripts + employer letters + English test results + one referee form	25hrs 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: \$28,320 Domestic: \$18,120
Master of Business Administration (MBA)	Level 9	18 months				25hrs 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: \$42,480 Domestic: \$27,180

\*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.  
2. 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](http://www.ais.ac.nz)





**Master of Business Administration (MBA)**  
*Domestic Fees (NZD) \$27,180*  
*International Fees (NZD) \$42,480*  
*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	Marketing
ECON802 Economics and Global Trade MGMT902 Enterprise and Information Systems	MKTG802 Strategic Marketing – Brands, Products and Services MKTG903 Global Marketing – Future Dynamics
Operations and Logistics	Finance
OPER802 Operations, Quality and Technology OPER903 Supply Chain and Project Management	FINA802 Financial Intelligence FINA903 Financial Risk Management

**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**.

BUAD915 Exploring Business Research  
ECON802 Economics and Global Trade  
FINA802 Financial Intelligence  
FINA903 Financial Risk Management  
HEAL802 Decision-Making in Healthcare Services  
MGMT802 Sustainability in Tourism and Hospitality  
MGMT902 Enterprise and Information Systems  
MKTG802 Strategic Marketing – Brands, Products and Services  
MKTG903 Global Marketing – Future Dynamics  
OPER802 Operations, Quality and Technology  
OPER803 Strategic Procurement and Supplier Management  
OPER903 Supply Chain and Project Management

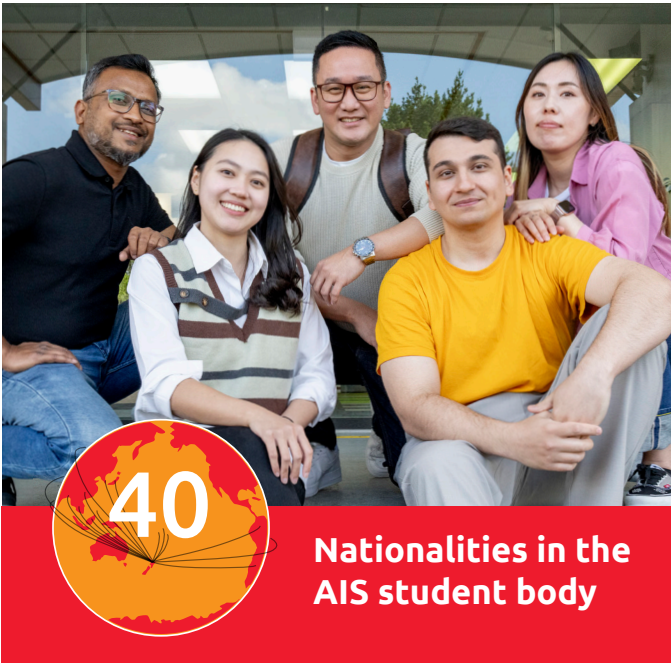
**STAGE 4 - One Compulsory Course**

MGMT904 Global Strategy and Leadership

**STAGE 5 - Completion Pathway**

Select one pathway from below:

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



Successful **95%**  
Course  
Completion



3 flexible ways to complete MBA			
<b>MBA</b> 18 Months    180 Credits			
<b>PGCBA</b> 6 Months 60 Credits	→	<b>MBA</b> 12 Months 120 Credits	
<b>PGDBA</b> 12 Months 120 Credits	→	<b>MBA</b> 30+ Weeks 60 Credits*	
*Depends on selection of Specialisation and Completion Pathway.			



**Postgraduate Diploma in Business Administration**  
*Domestic Fees (NZD) \$18,120*  
*International Fees (NZD) \$28,320*  
*Level 8 · 120 Credits · 12 Months*

The Postgraduate Diploma in Business Administration (PGDBA) 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

**Two to Four Elective Courses**

BUAD915 Exploring Business Research  
ECON802 Economics and Global Trade  
FINA802 Financial Intelligence  
FINA903 Financial Risk Management  
HEAL802 Decision-Making in Healthcare Services  
MGMT802 Sustainability in Tourism and Hospitality  
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  
OPER803 Strategic Procurement and Supplier Management  
OPER903 Supply Chain and Project Management

**Internship Option**

An internship available for onshore students only consisting of 300 hours, including a 240 hours placement. When selecting the internship option, only two elective courses are to be selected.



**Postgraduate Certificate in Business Administration**  
*Domestic Fees (NZD) \$9,060*  
*International Fees (NZD) \$14,160*  
*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](http://www.AIS.ac.nz)