



OTAGO  
MBA

# Master in Business Administration (MBA)

Start your Academic Adventure  
with the Otago MBA

Strong international perspective

Practical application of academic theories

Ready for success anywhere in the world

Excellent career prospects

Ranked amongst the best in the world



# The Otago MBA Academic Adventure

The Otago MBA is an academic adventure for high achievers to advance their careers, hone their business skills and maximise their potential. It is the leading Master in Business Administration programme in New Zealand and ranked amongst the top MBA programmes worldwide, according to Quacquarelli Symonds (QS) top mba ranking 2014.

The programme takes on a strong international perspective and emphasises practical application of academic theories. We prepare students to succeed anywhere in the world. Lecturers are selected based on a strong background in both running successful businesses and academic excellence.

Otago MBA students are a select group from diverse cultures and industry sectors all over the world. Our small class sizes ensure a high degree of personal guidance from lecturers, mentors, staff and coaches.

## Programme Choices

The Otago MBA is a world-class MBA delivered online and on-campus.

### On-campus (weekday classes, full and part-time)

Our on-campus MBA programme goes well beyond a rigorous academic syllabus to include professional development workshops, practical experience through live cases and projects, guest speakers and networking activities.

### Online

Our online MBA programme allows students to participate in a highly interactive online class wherever they are, and continue to earn a salary. Using an advanced technology platform, the online MBA lectures are conducted live.

The Otago MBA academic adventure comprises two phases.

### Phase One

In this phase, you will undertake:

- Twelve core papers covering the key business areas,
- A live case study in collaboration with the business community and
- Professional development workshops.

### Phase Two

This phase offers you choices and flexibility. The exact duration of Phase Two depends on your choice which can be selected from one or more of the following options:

- International exchange,
- A business project,
- On-campus electives,
- Online electives.



*Students at the Otago MBA come from all corners of the world.*

Amongst our most famous alumni is, of course, Graeme Harte, multi-billionaire and richest man in New Zealand. We celebrate his success with pride – especially since he developed his strategy for his business while studying at the Otago MBA.

# Specialisation Electives

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A wide range of specialisation electives is available in Phase Two to support your career aspirations, as outlined below.

## International Student Exchange

Those who prefer to go on international exchange may choose from a list of about 20 world renowned business schools - further enhancing your international experience. Amongst them include:

- Duke University, Fuqua School of Business (United States),
- University of North Carolina, Kenan-Flagler Business School (United States),
- National University of Singapore,
- Cologne University School of Business (Germany),
- Grenoble Ecole de Management (France) and more...

## Business Project

The Business Project is one of the electives and highlights of the Otago MBA programme. It offers you the opportunity to perform on a big stage and gain top notch networking experience. This is framed as a professional consulting engagement aligned with your career ambition, to help you gain access to the right industry, company or professional network.

## On-Campus Electives

Students who prefer to study on campus may choose papers from the following specialisation electives run by the Otago Business School:

- Accounting,
- Finance,
- Management,
- Marketing,
- Tourism,
- Healthcare Management or
- Entrepreneurship.



## Online Electives

Elective courses offered by the online GlobalNxt Graduate School are available to both online and on-campus Otago MBA students during Phase 2 of the programme. Online electives available are:

- Project Management Methods
- Performance Measurement and Control Systems
- Enterprise Knowledge Management
- Management of Services
- E-Business
- Information Technology Systems for Business
- Supply Chain Management
- IT Outsourcing and Vendor Management
- Information Systems Strategy
- IS Project Management
- Business Process Management and Outsourcing
- Corporate Social Responsibility
- Entrepreneurship

# The Otago *Online* MBA

For students who want a high-quality MBA education but are unable to do it full-time or make it to campus, we bring the classroom to you. The University of Otago now offers its MBA online.

Using an advanced technology platform, you will:

- Attend live weekly lectures,
- Share interactive discussions with your classmates and
- Join in break-out sessions.

Should you miss a class, you can catch up with the recordings and be back on track.

The online programme is designed to be part-time and will take two-and-a-half years to complete, compared to 15 months for the on-campus programme.

Classes are conducted in the evening twice a week.

## Quality programme

The only differences between our online and on-campus programmes are the delivery mechanism and timeframe.

With the Otago Online MBA, you will:

- Study exactly the same curriculum as the on-campus students,
- Share the same pool of lecturers,
- Submit similar assignments and
- Sit similar examinations.

## What do you need to attend the class?

To participate in the online classes, you will need the following:

- Access to broadband Internet,
- A computer,
- A good headset (which Otago MBA will provide) and
- Somewhere you can set yourself up comfortably.

## Fees in Instalments

Fees for the entire online programme can be paid in instalments.



## Graduation Options

Graduating with an Otago MBA opens the door to a wide range of career options around the world. However, if your circumstances change and you decide to exit the programme mid-way, you can opt to graduate with the Postgraduate Diploma in Business Administration (PGDipBusAdmin) after successfully passing eight papers.

## Key Highlights:

Live lectures,

High engagements and interactions,

Quality programme,

Same curriculum as on-campus,

Earn as you learn and

Study wherever you are.

Dunedin won the Gigatown project for the fastest Internet speed (1Gbps) network in the Southern Hemisphere.

# The Otago Full-Time MBA

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The Otago MBA is an academically demanding and rigorous programme which delivers a solid foundation across all key business areas. The full-time programme is distinguished by its international mix of high-achievers, prestigious small classes and its location in one of the most stunning places on earth.

The two phases of the full-time MBA programme can be completed in 15 months to two years depending on your elective choices in Phase Two. All the four elective options are available to full-time students.

## International Student Exchange

Many of our full-time students choose to undertake international exchange in Phase Two as an alternative to elective study at the Otago Business School. This is offered at no extra tuition fee. Our international exchange programme offers you the opportunity to experience student life in a yet another world-renowned business school and further widen your international experience.

## Professional Development Programme

With an emphasis on preparing you to be career-ready professionals, the Otago MBA is supported by a professional development programme. This equips you with the essential skills and necessary competitive advantage needed to succeed in the corporate world. Activities include workshops, personal coaching, mentor programme (rare in MBA programmes), guest speakers, as well as networking and social events.

## Student Life in Dunedin

Our full-time students love the lifestyle in Dunedin. Set in a stunning coastal environment, Dunedin has spectacular landscapes, mountain-biking and hiking trails, surfing beaches, vineyards, ski fields, and a host of other outdoor attractions all on our doorstep.

Dunedin itself is a very student oriented town and is one of the most affordable cities in New Zealand to live in. Most MBA students decide to live in the many shared houses called flats that nestle around the campus in North Dunedin. There are no traffic problems so getting around is stress-free.

## Tim Loftus (Canada)

Sustainability Manager, Kathmandu

Before attending the Otago MBA, Tim was living and working in Seattle Washington, enjoying the outdoors and managing an adventure travel programme for a large outdoor retail brand. While he thoroughly enjoyed his job and his life in Seattle, he felt an ongoing urge to take on his next great challenge.

"I chose the MBA because I wanted to advance my career and gain a more holistic understanding of business administration.



"For me, the appeal of the Otago MBA was the ability to customise a large portion of study toward a specific area of interest. I had a deep interest in corporate sustainability and I wanted to take advantage of the flexible curriculum to tailor my study toward applied experience in this area of business.

"The highlight of studying at Otago was the opportunity to live in Dunedin and have remarkable access to the stunning beauty of the South Island. Another highlight of Otago was the diverse group of students in the programme, I learned as much from my colleagues at the MBA as I did in the programme itself. Gaining a global perspective on business and first-hand experience working with so many people from different cultures and economies was priceless."

Tim is now Sustainability Manager at Kathmandu, the leading outdoor gear and apparel manufacturer in the Southern Hemisphere. He now lives and works in Melbourne, Australia, and fulfilling his career goals of developing sustainability strategy and corporate responsibility programmes for a large corporation.

"My '540' business project with the Otago MBA gave me the hands-on experience I required to move into my current profession. Moreover, the project helped me build my professional network in the field I was interested in working.

"My plan for the future is to continually keep my mind open for new opportunities to learn and grow, both personally and professionally. I aspire to lead strategic innovation in the ever-changing global economy. Also, my wife and I hope to start a family, and raise our children to be avid All Blacks fans."

# The Otago Part-Time MBA

The Otago Part-Time MBA is aimed at high-achievers who, for a variety of reasons, are unable to commit to the full-time programme. The Otago MBA offers executives and professionals, who live in and around Dunedin city, a competitive career advantage.

Undertaking the part-time Otago MBA means you will be studying exactly the same curriculum and classes as full-time students. Group assignments will often require spending time with your team on weekends and in the evenings. The part-time programme lasts approximately three years.

## Flexible Pace of Completion

One important advantage of the part-time Otago MBA is that it offers the flexibility to choose the pace of study that suits you best.

As an approximate guide, you can expect to spend up to 15 hours per week on each core paper. These hours are made up of a combination of lectures, time with your team, preparation of assignments and reading.

## Alternative Graduation Option

Personal situations or motivations can change over the course of part-time study. For this reason, part-time students are given the choice of graduating earlier after completing eight papers, with the Postgraduate Diploma in Business Administration (PGDipBusAdmin), a well-respected University of Otago qualification.

On-campus students study in Dunedin which was voted the most beautiful city in New Zealand in 2014 by the national Keep New Zealand Beautiful Society Inc., a non-profit organisation.

## James Nation (New Zealand)

Business Development Manager, Bracken Learning

A job transfer within ACC, his former employer, brought James Nation back to Dunedin. Both he and his wife jumped at the chance to move back from Auckland – a lifestyle perspective, a better place to raise a family, having a job and of course the University. Both of them completed their undergraduate studies in Otago so they knew what the University offered. James was also formerly an Olympic Hockey player.



"At the time I was heavily weighted, both work and study, towards health sciences and I felt my business knowledge was an area that I required greater understanding. Doing my homework, a part-time MBA appeared to be manageable from both my employment and family perspectives, plus the MBA was going to equip me with a wide range of business knowledge.

Otago was an easy option as it was right on my doorstep and class timings fitted around work commitments. Essentially I saw the MBA as an opportunity to experience a wide range of business facets and offer the potential to diversify my employment options."

James secured a job with the company he completed his Otago MBA business project with – The Tarn Group Ltd, a sports technology company based here in Dunedin. He works as a business development manager for their online learning product called Bracken.

# The Otago MBA Entry Requirements

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Entry requirements are the same for all our MBA programmes. To ensure all students enjoy the same high quality Otago MBA academic adventure, we require that all MBA applicants have:

- An undergraduate degree (or equivalent, or an acceptable level of management experience),
- A minimum of three years professional / management experience,
- A good GMAT score (or B+ average in the Postgraduate Diploma, see below) and
- English language proficiency equivalent to an IELTS score of at least 6.5 (if English is not your first language).

The Postgraduate Diploma in Business Administration (PGDipBusAdmin), a sub-set of the MBA, provides a pathway to the MBA if you achieve a minimum B+ average. To gain entry to the PGDipBusAdmin you will need to have:

- An undergraduate degree (or equivalent or an acceptable level of management experience) and
- English language proficiency equivalent to an IELTS score of at least 6.5 (if English is not your first language).

If you think you will meet these entry requirements, all you need to do is complete our simple online form at [otagomba.ac.nz/mba-apply-now](http://otagomba.ac.nz/mba-apply-now)

## The Application Process

The application process for the Otago MBA differs from other MBA programmes. Our admission process involves filling out a simple online form, submitting your CV, an interview, a presentation of a recent news item, and an opportunity for a one-to-one talk with the Director of the Otago MBA programme. No application fee or essay is required.

Applicants will only be required to submit official documentation such as confirmation of qualifications, references and test results, if you pass the interview selection process.

## Postgraduate Diploma of Business Administration

The Postgraduate Diploma of Business Administration (PGDipBusAdmin) can be completed within nine months when undertaken full-time, in two years on a part-time basis, or 15 months online. Students may take eight core papers offered on the Otago MBA programme, or six core papers and a 30-point business project. It provides a fast pathway to acquiring the basic business skills to manage or run a business.

Students may proceed on to the Otago MBA if they have:

- achieved a B+ average in the first six core papers or
- achieved a pass in at least six core papers and obtained a good GMAT score.

Benefits of the PGDipBusAdmin:

- Build business skills to manage or run a business,
- Flexible study pathways,
- Opportunity to proceed on with the Otago MBA and
- Options of full-time, part-time or online distance learning.



The University of Otago campus in Dunedin is deemed one of the top 15 most beautiful campuses worldwide, according to *Huffington Post*, UK in 2013.

## Career Prospects

The career prospects at the end of the Otago MBA academic adventure for both domestic and international students are excellent. Our alumni are an illustrious group and most progress on to be highly successful in their fields.

Our alumni work in a wide range of sectors and job functions, reflecting the versatility of the Otago MBA education.

Key sectors include consulting, retail, financial services and manufacturing. Many have also established their careers in technology, logistics, as well as government and non-profit organisations.

A survey of our alumni showed that most of them found jobs within three months after graduation. Many take home six figure salaries a year after graduation.

Similarly, they are engaged in a wide range of functional areas which includes business development, marketing, consulting, finance, senior management and technology management.



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