



THE UNIVERSITY OF
WAIKATO
Te Whare Wānanga o Waikato

Waikato MBA

Executive Education

Waikato Management School

exec.waikato.ac.nz/mba

WAIKATO MANAGEMENT SCHOOL
TE RAUPAPA



Triple Crown accreditation

Waikato Management School is ranked in the top 1% of around 14,000 business schools worldwide that have earned Triple Crown accreditation status – an international acknowledgement of excellence in business education.



Association to Advance Collegiate Schools of Business (AACSB)

AACSB recognises institutions that uphold its mission and core values, work to advance the interests of global management education, and participate in AACSB's community of leading business schools.



Association of MBAs Accreditation (AMBA)

AMBA is awarded to the best programmes internationally, denoting the highest standard of achievement in postgraduate business education. Students, business schools, graduates, and employers all recognise AMBA as a gold standard.



EFMD Quality Improvement System (EQUIS)

EQUIS is the leading international system of quality assessment, improvement and accreditation of higher education institutions in management and business administration.



International rankings

Our institution, school and Master of Business Administration programme have all been recognised by various global rankings.

QS World University Rankings®



The QS World University Rankings® 2019 ranked the University of Waikato #274 out of more than 1,000 institutions. In just five years, Waikato has jumped 127 places, acknowledging achievements in areas that directly impact our students and our world. Waikato is a global leader in our research fields and is ranked in the top 100 for the quality and impact of our research. When it comes to Waikato Management School, our Business and Management Studies is ranked in the top 200 globally.

Times Higher Education (THE) World University Rankings



Waikato climbed in the latest Times Higher Education (THE) World University Rankings to the 351-400 band. This ranking places us third equal among New Zealand universities.

CEO Magazine MBA Rankings



The Waikato MBA retained its Tier One status in CEO Magazine's Global MBA Rankings 2018, since first achieving this rank in 2017.

Waikato is one of only 18 business schools outside North America and Europe to achieve this status.

Get in touch



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bit.ly/WaiMgmtSchl



Welcome

Waikato Management School is committed to developing innovative and ethical business leaders, who are supported by a business school that is focused on world-class research in leading through innovation and responsible management.

The knowledge and experience that our participants bring into the classroom is highly valued. Recognising this, we have built a programme that will inspire, educate and transform our MBA graduates.

A strong emphasis is placed on leadership and action learning. This style of applied learning ensures practical application of theory and provides an immediate return on investment, benefiting you and your organisation. We often hear our participants say, "What I learned today, I can apply tomorrow", which affirms the highly practical nature of our course content.

With our MBA, learn how to lead with confidence, apply innovation and make connections that matter. During the MBA journey, participants shift from functional to strategic management, from specialist to generalist thinking, from local to global perspectives, and from structured to innovative ideas.

Waikato MBA graduates go on to become responsible leaders in their chosen field and continue to create significant value for organisations. Postgraduate study raises your profile with colleagues and within your organisation.

Welcome to Waikato Management School and our transformational MBA programme. Join us to embark on a journey that is life-changing.



Dr Heather Connolly
PhD, PgDip (StratMgt), PgCert (TertTchg), BMS (Hons)
Academic Director, Executive Education
Waikato Management School



Our programme

Our programme enables participants to develop the skills and competencies to continually adapt and transform in different contexts. The Waikato MBA is split into two parts.

Part 1 - Mindful Manager

The first part of the MBA programme, also known as the Postgraduate Diploma in Management Studies (PGDip(MgtSt)), is renowned for its exceptional theoretical and practical qualities. This part of the programme focuses on all aspects of general management, giving participants the interdisciplinary knowledge and skills that they can then immediately apply back within their organisations.

At the end of Part 1, an integrated case study residential weekend brings together all of the paper learnings, as participants in teams are presented with the challenge to develop a new strategy for a New Zealand organisation.

Papers include:

- Leadership, Power & Influence
- Economics & Global Competitiveness
- Applied Strategy & Marketing
- Strategic Human Resource Practice
- Analytics & Digital Business
- Financial & Managerial Accounting
- Operations & Supply Chain Management
- Financial Strategy & Markets

Part 2 - Strategic Leader

The second part of the MBA lifts participants to reach for higher goals in their personal and professional leadership journey. Participants will be exposed to contemporary thought leadership that will challenge their current thinking and accelerate their aptitude to drive innovative growth and change in their organisations.

A further opportunity to apply learning is created through a business research project focused on a topic relevant to the student and their organisation. Global business trends and innovative business models are experienced up close and personal in the international study tour.

Papers include:

- Governance & Responsible Management
- Leadership & Transformation
- Entrepreneurship & Innovation
- Global Business
- Responsible Research for Managers
- International Immersion Project
- Capstone Project



The Waikato way

Innovation is part of our Kiwi DNA and is born from our unique culture and values in New Zealand. Our MBA embraces the 'No. 8 wire' thinking, enhancing participants' can-do attitude, ability to think laterally and adapt in disruptive environments.

Our unique DNA

The unique DNA of the Waikato MBA programme allows for three intertwining streams of knowledge to be applied across the two year part-time programme. Innovation, responsible and sustainable management and leadership are integrated into the focus of each paper in the programme.

Strategic areas of expertise

The MBA utilises the School's strategic areas of expertise to ensure cutting-edge thinking is delivered from research-led insights.

Innovation

We encourage our participants to think outside the box and break new ground. This programme prepares participants to create value for their organisation by managing and leading through the power of innovation. Our participants get to see not only what large corporations are doing in the field of disruptive technology, but also how start-up companies are organised and creating innovation ecosystems that are challenging the mindset of traditional business.

Responsible Management

Fundamental to the MBA programme and weaved through all papers, participants identify with the ethical, social, cultural, and environmental values that organisations must manage in a responsible and sustainable way.

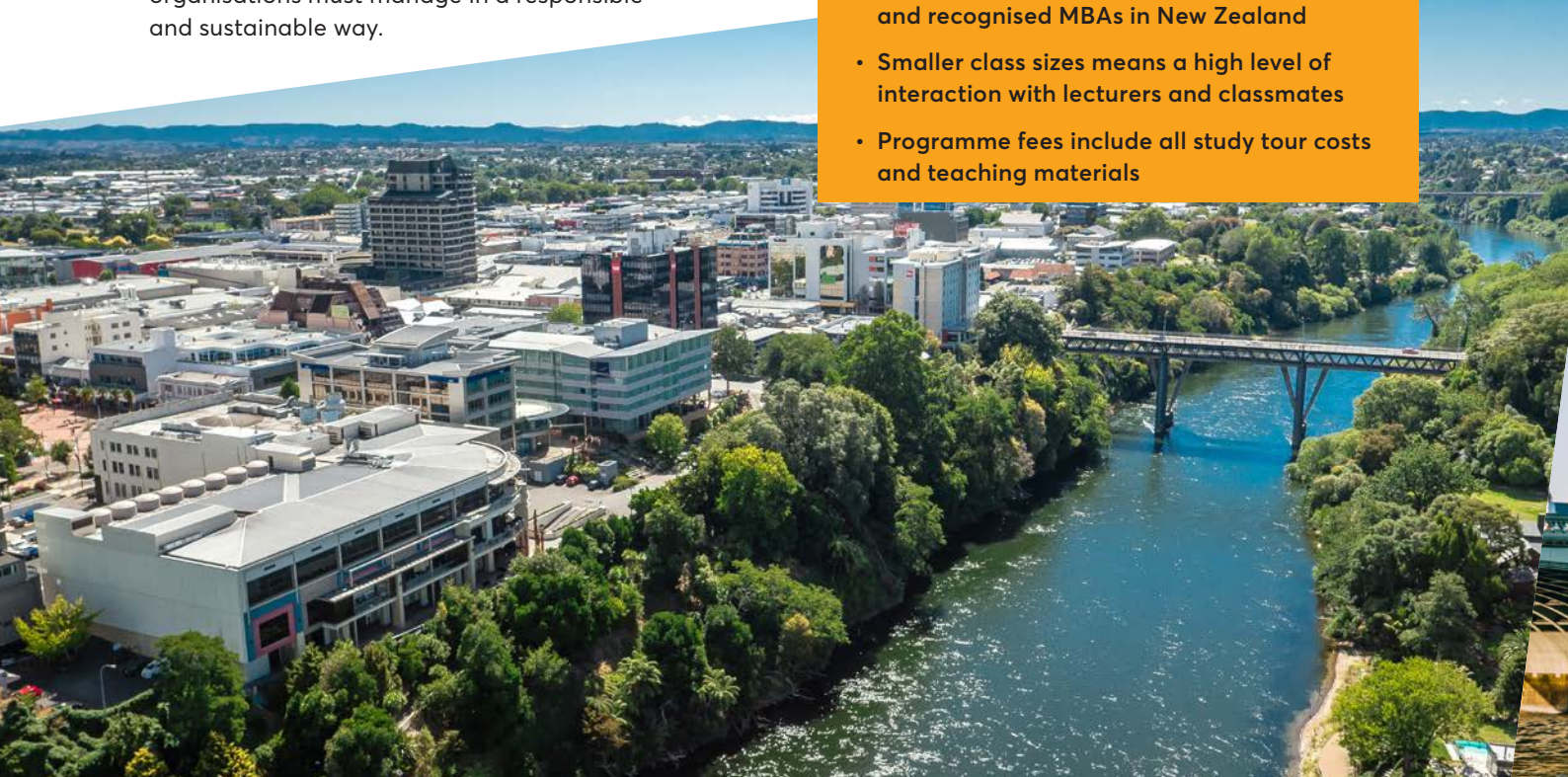
Leadership

The programme prepares participants with the qualities and character to lead effectively and with authenticity. To be a great leader, participants must have understanding of 'self and others', so they can influence the outcome of any business or personal situation. Our MBA equips participants with a fundamental understanding of key personal and organisational leadership tools and practices.

Why Waikato?

Top reasons to pick Waikato for your MBA journey

- Flexible study options to suit your schedule and lifestyle
- Core disciplines of innovation, leadership and responsible management are interwoven into the programme
- One of only three internationally accredited and recognised MBAs in New Zealand
- Smaller class sizes means a high level of interaction with lecturers and classmates
- Programme fees include all study tour costs and teaching materials



International study tour

The study tour provides an opportunity to gain a global perspective and witness leading-edge innovations in practice.

While on tour, the group visits successful international corporations in other countries, such as India, China, and the UK. This experience enables participants to gain a global perspective and expand their network of international contacts. The study tour is crafted to ensure that participants engage with cutting-edge business learnings, so they can bring the 'global back to the local' in New Zealand. Participants rate the 7-9 day study tour as a highlight of the MBA journey, stating that it broadens the horizon of their thinking through the practical application of theory in the global business environment.



“The MBA, and particularly the study tour to London, helped my firm remain up-to-date with the latest in business leadership and management innovation.”

Carl McOnie
CEO, New Zealand Land Search and Rescue

Learning in London

The 2017 MBA cohort visited London. The cohort spent each day visiting multiple organisations, with a balance between researcher and practitioner presentations. The tour included visits to:

- **Aviva UK** with University of Waikato Distinguished Alumnus, Mark Wilson, CEO of Aviva UK. Mark presented on how his organisation has developed the Aviva Digital Garage to disrupt the traditional insurance company and enhance their competitive positioning in their changing marketplace.
- **O2 Telefónica UK** with Waikato MBA alumnus John Garner, Head of Small Cells & Dark Fibre at O2 Telefónica UK.
- **Lloyds Bank** with BMS alumna Kathryn Harris, Innovation Lead at Lloyds Banking Group.
- **Plexal** and **Tech Connect** which are innovation working spaces in London with a focus on FinTech startups.



Degree structure

Programme overview

The Waikato MBA exposes participants to generalist skills and learning in the first part of the new programme coined the 'Mindful Manager'. Participants will have skills that are required in the C-suite and prepare them for promotions or career movement to an executive level. The final part of the programme transforms participants from manager to 'Strategic Leader' with a focus on innovation, global business and governance for responsible management.

The professional, industry and cultural diversity of participants in the MBA programme provides an exceptional opportunity for insights into management and leadership, and promotes lifelong engagement with peers.

Learning approach

Our lecturers and teachers are experts in their fields. Not only are they active researchers, they also work directly with organisations in New Zealand and internationally as consultants and advisors. This means they bring international practice-relevant research into the classroom, which will challenge participants to think outside their current framework.

The teaching style of the Waikato MBA programme is engaging and participative. Our classroom discussions provide a ground for rich experiences where our participants share their ideas and are challenged by intelligent classmates from a variety of professional backgrounds.

Part 1 – Mindful Manager: 120 points over 1 or 2 years

Leadership	Responsible Management	Innovation
Leadership, Power and Influence EXMBA500	Economics & Global Competitiveness EXMBA504	Applied Strategy & Marketing EXMBA501
Strategic Human Resource Management EXMBA502		Analytics & Digital Business EXMBA503
	Financial & Managerial Accounting EXMBA506	Operations & Supply Chain EXMBA505
	Financial Strategy & Markets EXMBA507	

Part 2 – Strategic Leader: 120 points over 1 year*

Leadership	Responsible Management	Innovation
Leadership & Transformation EXMBA550		Entrepreneurship & Innovation EXMBA553
Governance and Responsible Management EXMBA554		Global Business EXMBA555
	Responsible Research for Managers EXMBA551	
International Immersion Project EXMBA556		
Capstone Project (30 points) EXMBA552		

*Flexible options can be arranged

Flexible study options

Our MBA programme is designed to fit in with your professional and lifestyle commitments.

Hamilton

At our Hamilton campus you can study flexibly and complete Part 1 of the MBA over 1 or 2 years. Choose either:

- evenings during the week (one or two nights), or
- every second Friday afternoon and Saturday

Situated in the Waikato Management School Building, classes are delivered in spacious open learning areas for working and studying with the latest technology.

Part 1 - Mindful Manager

Flexible study options are available to work with your schedule.

Start Classes start between February and March each year

Delivery & Class Times **Week Nights:** 1 or 2 years
Monday 6 - 9pm (year 1)
Thursday 6 - 9pm (year 2)

Weekend Fortnightly: 1 year
Friday 2 - 6pm
Saturday 8am - 4:30pm

Part 2 - Strategic Leader

After completing Part 1 in any location, you can start Part 2 of the programme in Hamilton. This brings everyone together in Hamilton for every second Friday afternoon and Saturday.

Start Classes start in April

Delivery & Class Times **Weekend Fortnightly:** 1 year*
Friday 2 - 6pm
Saturday 8am - 4:30pm

*Flexible options can be arranged

Tauranga

Part 1 of the MBA has been delivered in the Bay of Plenty for 15 years. Classes are offered in Tauranga every second Saturday.

Start Classes start between February and March each year

Delivery & Class Times **Fortnightly:** Saturday 8:30am-5pm

New Tauranga CBD Campus

From 2019, Part 1 of the MBA will be delivered at our new University campus, located in the heart of Tauranga City. The new Waikato Enterprise Innovation Unit, dedicated to catalysing entrepreneurship, will collaborate closely with the Tauranga business community and Tauranga MBA cohort with cutting-edge research, regional business cases and industry expertise incorporated into programme content and delivery.

The new campus and executive education facilities mark the start of an exciting chapter and we look forward to teaching and learning in our new campus.



Entry requirements

The Waikato MBA recognises that professional experience and the knowledge gained after many years in the workplace is important. Our entry requirements acknowledge this and pathways to gain entry into the MBA are available.

Part 1 - Mindful Manager

You must have:

- An undergraduate degree or a professional qualification equivalent to an undergraduate degree.
- At least three years' relevant management experience – this could include, people, project or functional management experience.

Note: An undergraduate degree may be waived if an applicant can demonstrate substantial management experience and an interview may be required.

Pathway to the MBA

The Postgraduate Diploma in Management Studies (PGDip(MgtSt)) is an executive education qualification in its own right, and a potential pathway into the MBA programme. Participants complete the same courses as those doing Part 1 of the MBA. Graduates with a minimum B average can move on to Part 2 of the MBA.

This qualification may appeal to working professionals seeking a generalist postgraduate management qualification that will provide the knowledge and skills to move from middle to senior management roles.

You may be eligible for entry if you have:

- An undergraduate degree or a professional qualification equivalent to an undergraduate degree **and**
- At least three years relevant management experience – this could include, people, project or functional management experience **or**
- No tertiary qualification but have at least 5-7 years' relevant management experience.

For more information about the Postgraduate Diploma in Management Studies visit exec.waikato.ac.nz/pgdip

Part 2 - Strategic Leader

You must have:

- Successfully completed Part 1 of the Waikato MBA with a minimum of a B average.

Scholarships and funding

There are a number of scholarships available to fund your study. For more information on scholarships visit waikato.ac.nz/scholarships and use the Scholarships Finder tool.

You may also ask your employer to help with funding. Talk to the Waikato Management School Executive Education team for support with approaching senior leaders in your organisation.

Applications

Applications for the MBA are received throughout the year and prospective participants are encouraged to apply as early as possible.

Visit enrol.waikato.ac.nz to submit your Application to Enrol and our team will be in touch to progress your admission assessment.

For your application, you must supply:


- A CV that outlines your employment history, including previous job titles, responsibilities and duration of role.
- Two written referees' recommendations

For more information about our application process and requirements visit exec.waikato.ac.nz/app


Typical class profile

Quick stats

39 YEARS
AVERAGE AGE
OF STUDENTS



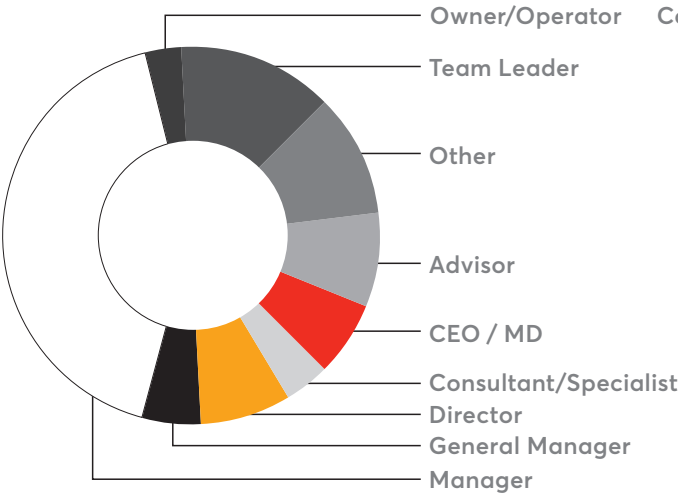
41% WOMEN
AVERAGE CLASS
DEMOGRAPHIC



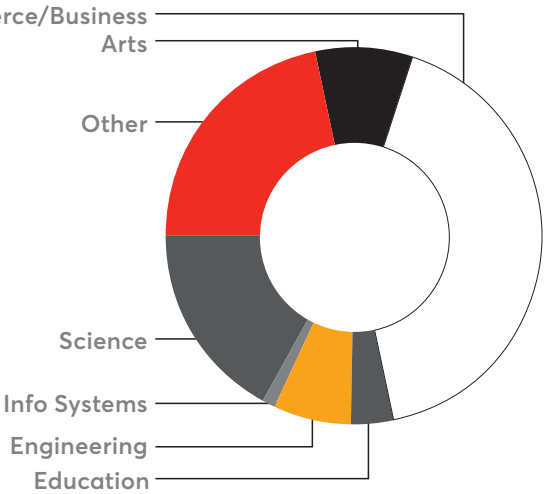
17 YEARS
AVERAGE WORK
EXPERIENCE



Professional Role



Previous Study



Fortune favours the prepared mind

Read about the various ways that the MBA has prepared our participants to face challenges of the future.

Carolyn Stewart

National Consultant, Learning and Development, Southern Cross Hospitals



Carolyn Stewart was working full-time at Southern Cross Hospitals when she decided to embark on her Waikato MBA journey. "The MBA is a great opportunity for anyone who wants to expand their professional business knowledge and leadership development." She knew it would be a challenge, but now knows she made the right decision. The knowledge, experiences and friendships she has gained throughout the programme have been invaluable. "The skills I've learnt directly translate to my workplace."

Carolyn highlights the diversity within the Waikato MBA class as one of the most important parts of the programme. "I've loved studying with a diverse group of people. This gave me the confidence to develop as a leader – an essential skill for my current role and for health care delivery in the future," she says. Although Carolyn's background is in the health sector, she was able to learn so much from my classmates and lecturers from different sectors.

"One of my highlights was the MBA tour to London – we had a fantastic trip and the opportunity to experience first-hand how companies in the UK are embracing innovation."

Jason Dawson

Chief Executive Officer
Hamilton & Waikato Tourism



Jason Dawson had plenty of leadership and business experience, but he was looking for external endorsement and the Waikato MBA fit the bill perfectly.

"Having a world-class management school right on my doorstep and talking to business leaders who couldn't speak higher of Waikato's MBA made my decision to go back to study easier. I'd never fully completed tertiary education, and I felt like now I was prepared to do just that."

Having management experience under his belt already complemented Jason's learning, as he could make links between the real world and the theories presented in class. The MBA built on his existing knowledge by exposing him to world-class business leaders and the study tour, which broadened his perspective and built his confidence to pursue other goals.

"The MBA gave me the courage to start my own consultancy business working across multiple industries. This led to me seeking new opportunities and becoming the new CEO of Hamilton & Waikato Tourism."

Nadine Parata

National Distribution Manager
Ballance Agri-Nutrients



A Waikato MBA was just what Nadine, a Tauranga based mother, felt she needed to boost her career.

Nadine wanted to aim for senior positions at Ballance, so after researching her options, she found that Waikato Management School offered reputable and flexible postgraduate study options that would work with her commitments. In 2015, she started her Postgraduate Diploma in Management Studies at home in Tauranga, before continuing on to complete her MBA in Hamilton.

"Balancing travelling the country for work, spending time with family, and studying has been a challenge, but nothing that is worth doing is going to be easy – and the MBA is definitely worth it."

For Nadine, what made the MBA such a great experience was the people, especially the lecturers and her fellow classmates. "The teaching staff are all fantastic and do a great job of challenging your thinking but the true gold comes from working with other professionals in the class. Group work is always a challenge but the lessons you learn are invaluable, especially within the diverse group of participants in the MBA."

Self-development and soft skills such as leadership and emotional intelligence are key threads underpinning the Waikato MBA. This focus fit well with Nadine, a self-described 'leader on a journey of self-discovery' who is continuously curious about how she can improve herself and the world she lives in.

From the first paper in her MBA programme, Nadine has taken the practical learnings back to her role, which is focused on connecting, developing, and encouraging her wider Ballance team to do their best. "The practical elements of the programme have been so valuable. I'm already applying what I've learnt in class every day at work."

Ipu Hapi

Nutritional Plant Manager
Fonterra



Ipu Hapi likens the Waikato MBA he worked so hard to achieve to a sacred taonga – like the All Blacks jersey.

"It is a symbol of excellence, hard work, and shows that with effort and sacrifice I can become all that I want to be. Being part of the Waikato MBA programme is a journey that has opened me up to a world of possibility," he says. "It has equipped me with the tools and confidence to be able to work through any situation. Now I know where I want to be, and what I want to be doing."

Since starting his MBA, Ipu has taken on a lot more challenges at Fonterra. "I'm now involved in advertising campaigns and media, which has greatly increased my exposure to the business."

His approach to managing people at work has changed as well. "In the past I've been worried about being a good leader. Now I look at myself as a person who is always adding new skills to my leadership toolkit. This has led me to try out new things and be willing to learn from my mistakes, so that I'm comfortable in any situation."

Ipu is full of praise for his lecturers. "I feel I have the best people in the world to guide me through my executive education journey. The classes offer a unique environment where all involved are invested in helping you achieve your goals, and allow you to learn from other people's experiences. The friendships you make along the way give you a diverse professional network and range of skills to draw on for advice in the future."

MBA experiences

Learn how the Waikato MBA experience has changed the lives of our participants.

Kirsten Madill

Chief Operating Officer
Hobbiton™ Movie Set



Kirsten Madill won the Emerging Leader Award at the 2017 Westpac Waikato Business Awards, recognising her strong and collaborative leadership style as Hobbiton's Chief Operating Officer.

She says her award-winning leadership skills have been well-developed throughout the MBA, which has exposed her to a range of different subjects, while reinforcing her existing knowledge of her job.

"Some aspects of the MBA course have directly translated to exactly what I have been dealing with at work, while others have simply been interesting on a personal level. It's been a really big boost in confidence and I've met some incredible people along the way," she says.

Although balancing her studies and full-time work has been a challenge, Kirsten has no regrets and recommends the Waikato MBA to other businesspeople. "The MBA is such a good way of increasing your business knowledge and confidence, and the hard work is definitely worth it!"

Richard Kinzett

Engagement Lead
Super Retail Group Australia



Waikato MBA alumnus Richard Kinzett kick-started his executive education studies in Tauranga.

When asked what propelled him into study, Richard explains, "My attraction to the MBA was based on a desire to understand more about corporate management and leadership, add greater value to the organisations I work for, learn more about myself and get the university qualification that I didn't get after leaving school."

During his studies, Richard received role offers overseas, fulfilling some of the goals he sought at the start of his Waikato MBA.

While settling in to his new role in Brisbane, he commuted fortnightly to Tauranga to complete Part 1. After a two-year hiatus, the appeal of continuing meant Richard embarked on a transformative journey to complete the Waikato MBA. "It made sense to commute again for the remaining 12 months. The MBA has been both challenging and rewarding."

Meet some of our team

Waikato Management School Executive Education programmes are developed and taught by a combination of senior faculty and contracted professionals. All of our teaching staff have vast and varied experience, bringing a wealth of regional, domestic and international knowledge.



Professor Howard Davey

Howard's teaching focuses on external reporting, financial analysis and performance, as well as covering important aspects of auditing, taxation and triple bottom line reporting. He has a knack for turning the traditionally challenging topic of accounting into something interesting and exciting by using case studies to demonstrate how accounting can add value to business decision-making.



Professor David McKie

David teaches leadership and strategic communication. He has authored or co-authored five books, including one on leadership. He has consulted in New Zealand and overseas and run leadership and development courses for leading Asian and Australasian organisations such as Blueprint, Fonterra, Healthcare NZ, Intervet, NZ Logistics, New Zealand Police, Opus, Prolife Foods, Sri Lanka Insurance, Waikato Chiefs, Waikato Health, Telecom, Te Pou and Zespri.



Associate Professor Anna Strutt

In addition to her teaching and research work at Waikato Management School, economist Anna Strutt works with the University of Adelaide and consults for a wide range of national and international organisations. For example, she's worked with the Asian Development Bank, EU Vietnam Multilateral Trade Assistance Project, New Zealand Institute of Economic Research, UNESCAP, the Food and Agricultural Organisation of the UN and the World Bank.



Professor Juliet Roper

Juliet's research interests encompass social and environmental aspects of sustainability, including cross-sector engagement, public relations, influences on public policy, government and corporate discourses on sustainability and social responsibility. She has been a finalist for the US-based Aspen Institute's Beyond Grey Pinstripes Faculty Pioneer Award, and leader of several externally funded research projects, including analysis of business and government responses to the Kyoto Protocol and dialogue for public engagement in controversial issues.



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WHERE THE WORLD IS GOING
TE AHUNGA O TE AO

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