

[Home](#) > [Our Programmes](#) > [Business](#) > [Bachelor of Applied Management](#)

Bachelor of Applied Management

Domestic fee: \$7,182 (first year)

International fee: \$20,350 (first year)

[Compulsory student levy](#) >
[StudyLink](#) >

*Fees are approximate, subject to change and exchange rates

International Scholarships



| | |
|-----------------|--|
| Location | Dunedin or Auckland. The Auckland-based programme is for international students ONLY. |
| Duration | Three years full-time; part-time options for domestic students only |
| Delivery | On campus with an internship that can be completed in New Zealand or anywhere in the world |

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| Credits | 360 |
| Level | 7 |
| Start | Dunedin: February and July Auckland: January, March, June, August and October |
| Apply | Until start date (Dunedin); anytime (Auckland) |

Want to gain the understanding and expertise to work in a range of dynamic management environments at operational and strategic levels?

Gain a business degree based in real world knowledge. This programme has industry experience at its centre, incorporating case studies, workplace-based or focused assignments, and a significant internship and associated research project. You will develop the understanding, skills and capabilities to work in a range of management environments at operational and strategic levels.

If you're studying in Dunedin, you can choose to specialise in up to two majors from your second year or form your own coherent path of study in discussion with your Programme Leader.

At our Auckland International Campus, this programme is offered by Future Skills Academy due to a sub-contract arrangement with Otago Polytechnic. [Auckland study block dates](#) >

Don't want to study the full qualification? No problem. You can study courses from the Bachelor of Applied Management online via the [TANZ eCampus](#).

Entry requirements

- > If you are under 20, you must have:
 - > NCEA Level 3
 - > 14 credits at Level 3 in each of three NZQA approved university entrance subjects, and
 - > 10 Literacy credits at Level 2 or above, made up of:
 - > 5 credits in reading and 5 credits in writing, and
 - > 10 Numeracy credits at Level 1 or above, made up of:
 - > specified achievement standards available through a range of subjects OR
 - > package of three numeracy unit standards (26623, 26626, 26627- all three required).
- > If you are over 20, you must supply evidence of industry experience and/or alternative qualifications such as the [New Zealand Diploma in Business](#).
- > International students will be individually assessed to ensure they meet degree-level entry requirements. Click [here](#) for equivalent academic entry requirements by country.
- > If English is not your first language, you must provide:
 - > New Zealand University Entrance OR
 - > Overall Academic IELTS 6.0 with no individual band score lower than 5.5 (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](#).

Pathways into programme

1. [New Zealand Diploma in Business \(Level 5\)](#) (offered at our Dunedin Campus)
2. [New Zealand Certificate in Business \(Administration and Technology\) \(Level 4\)](#) (offered at our Dunedin Campus or online via our TANZ eCampus)
3. [New Zealand Certificate in Tourism \(Level 4\) \(Operations\)](#) (offered at our Dunedin Campus)
4. [Bridging to business programme](#) (offered at our Dunedin and Auckland International Campus)

Want your existing skills recognised?

If you have extensive knowledge and skills due to practical experience in business, please enquire about our recognition of prior learning process. You may have already gained credits towards this qualification. Read more about studying the Bachelor of Applied Management via Capable NZ [here](#).

Studying at our Dunedin Campus

Complete your study through a range of integrated experiential projects, applied teaching and assessment. The emphasis is on team/group work and the development of your skills and capabilities. You may specialise in up to two majors from your second year or develop your own coherent path of study (approved by the Programme Leader). You will need to purchase some textbooks during this programme and also cover any costs associated with field trips.

You also have the opportunity to study short term for one or two semesters at one of our [partner universities overseas](#) (including in the USA, Germany and Hong Kong).

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| First year | Second year | Third year |
|------------|-------------|------------|

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| <p>Complete all core papers (all 15 credits)</p> <ul style="list-style-type: none"> > Business Functions > Business Environment > Organisations in a New Zealand Context > Principles of Change <p>Then complete all:</p> <p>Leadership & Management papers (all 15 credits)</p> <ul style="list-style-type: none"> > Organisational Planning > Organisational Management and Compliance > Leadership > Project Management <p>OR complete all:</p> <p>Accounting papers (all 15 credits)</p> <ul style="list-style-type: none"> > Preparation and Analysis of Financial Statements > Planning and Managing Financial Performance > Financial Accounting > Tax and Managing Financial Risk | <p>For single major:</p> <ul style="list-style-type: none"> > 3 x Level 6 papers from specific major > Research Methodology paper (compulsory) > Applied Management paper (compulsory) > 3 x electives at any level <p>For double major:</p> <ul style="list-style-type: none"> > 6 x Level 6 papers from two majors (three from each) > Research Methodology paper (compulsory) > Applied Management paper (compulsory) | <p>For single major:</p> <ul style="list-style-type: none"> > 2 x Level 7 papers from specific major > 2 x electives at Level 7 > Internship project > Full semester paper (once all other papers completed) <p>For double major:</p> <ul style="list-style-type: none"> > 4 x Level 7 papers from two majors (2 from each) > 2 x electives at Level 7 > Internship project > Full semester paper (once all other papers completed) |
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Majors available in Dunedin

Not all of the listed majors will be offered every year. The option of a non-specified major is also available. Selection of your major(s) does not occur until you commence your second year studies.

Accounting

This qualification has Chartered Accountants Australia and New Zealand (CAANZ) accreditation and is ideal if you want to embark on a career in accounting as a Chartered Accountant or Associated Chartered Accountant.

[Read about our Bachelor of Applied Management \(Accounting\) here.](#)

Business Transformation and Change

Explore how new technology, optimised processes, emerging business models and employee-consumer behaviour interact to create sustainable and differentiated enterprises. Career opportunities include project leadership, change management, advisory roles, coaching, training/learning and development, strategic planning, performance management and organisational development roles.

Event Management

This fast-paced industry requires vibrant, organised and dedicated people and there is a growing demand for qualified event management practitioners both here and overseas. Careers exist in event planning and management, conference management, sponsorship and fundraising, and the hospitality and entertainment industries.

Hotel Management

This major will ensure that you are well-suited for employment in a supervisory or management capacity within the accommodation, hospitality and tourism-related sectors, including hotels, resorts, restaurants, events and convention centres. You could even think about setting up your own small business. You will be able to use your knowledge to evaluate operational matters and to implement processes across a range of specialist areas including operations management and marketing services.

Human Resource Management

With a strong applied human resources focus, this programme is ideal if you wish to specialise and find start an HR career. This practical approach is coupled with exploration of human resource practices and issues (both current and future-focused), applicable to a wide range of roles and organisations.

Sales and Marketing

Marketing and selling products and services in today's competitive business environment requires a sophisticated and unique skill set. A sales and marketing degree specialisation allows you to acquire the expertise to work in a variety of career fields such as sales, advertising, marketing, promotions and public relations.

Strategic Management

Ideal if you wish to develop a portable set of management experiences applicable to a wide range of industries, this major has an applied approach focusing on the strategic nature of business management.

Tourism Management

Developed to meet the current needs of the tourism industry locally, nationally and internationally, you will be equipped with the skills to work at a supervisory or management level, or to operate your own business.

Studying at our Auckland International Campus

You will:

- > learn by looking at case studies, completing workplace assignments and a major research project
- > will receive assistance with part-time job placement during your studies and with job placement upon successful completion of your degree
- > complete a 400-hour internship, gaining hands-on experience and developing important industry and business connections

Please note: You will need to purchase some textbooks during this programme.

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| First year (Level 5) | Second year (Level 6) | Third year (Level 7) |
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| <ul style="list-style-type: none"> > Organisations in a New Zealand Context > Business Environments > Business Functions > Principles of Change Management > Organisational Planning > Leadership > Project Management > Operational Management and Compliance | <ul style="list-style-type: none"> > Information for Managerial Use > Managerial Decision Processes > Entrepreneurship > Event Planning and Management > Facilities Management > Market Development and Sales > Project Management > Rooms Division Operations Management > Services Marketing Management > Introduction to Finance > Principles of Leadership > Human Resources > Consumer Behaviour > Marketing Planning and Control | <ul style="list-style-type: none"> > Managing Innovation and Change > International Marketing > Strategic Marketing > Strategic Management > Business Transformation and Change > Implementing Sustainable Practices > Contemporary Issues in the Hotel Industry > Contemporary Issues in Organisations > Internship Project |
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Your workload

If studying at our Auckland International Campus

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. Some of these hours may be spent in a workplace gaining hands-on experience and developing important industry and business connections.

If studying at our Dunedin Campus

In your first year, course work will require approximately 30 hours of both directed and self-directed study per week. As you progress through the qualification, directed study hours are reduced as your study becomes much more self-directed.

Further study options

Acquire advanced business management skills and knowledge through postgraduate study in management. For international students, we offer the [Postgraduate Certificate in Applied Management](#) at our Auckland International Campus.

Student loans/allowances

Student loans and allowances are for domestic students only. For information about student loans and allowances please visit the [Studylink website](#). It is important to apply for your student loan/allowance at the same time as you apply for this programme, due to the length of time Studylink take to process applications. Loan/allowance applications can be cancelled at any time if you decide to withdraw your programme application or if it is unsuccessful.

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.