



BUSINESS SCHOOL



MBA Employer Guide



Samuel Stadler
MBA graduate and
VP Marketing, Parrot Analytics



Your organisation needs the strongest talent available to operate effectively. An MBA, from the University of Auckland Business School's suite of Professional Programmes, builds the management capability of those individuals who drive organisational performance and shape the New Zealand economy.

The MBA is designed to fit in with your employee's current role, to complement, rather than compete against, their existing responsibilities. The programme is ideal from a talent development perspective, serving to enhance the candidate's long-term career prospects or support a mid-career shift.

The return on investment for the candidate and your business is immediate, as our MBA will give your staff the knowledge, capability and confidence to leap into new challenges and thrive in a fast-paced business environment. Having taught on

the programme I can say with 100 percent confidence that MBA students begin implementing the insights from their courses at their place of work within one week of starting their MBA journey with us.

If you would like to learn more, we host a variety of events where you and your candidate can get to know our MBA programme and meet our staff and other MBA candidates. Alternatively, we would also be happy to organise a visit to your place of business. Please refer to the last page for more information on our upcoming events and how you can contact us.

We look forward to working with you.

ASSOCIATE PROFESSOR DR MIKE LEE
Director of the MBA and Assistant Dean of Professional Programmes

Why sponsor an MBA student?

For many New Zealand organisations, the ability to attract and retain top-level talent is one of the most pressing issues of the current business environment. A lack of leadership capability is one of the greatest threats an organisation may face.

Our CEOs see the level of knowledge and skills in the workforce as being crucial to the overall success of their business: 56% say a skilled, educated and adaptable workforce is one of the top priorities for business to help deliver in New Zealand*.

Proactive business leaders have a clear opportunity to review and focus their development strategies to address these types of issues.

Employers of our MBA students tell us that there is no question these individuals add value to the business, notably in their decision-making abilities. Our programmes attract experienced working professionals with significant business records. They are motivated to challenge their thinking, gain new business tools, strengthen their business networks and enhance their decision making. The discipline of academic rigour and applied learning demanded of them has a direct impact on their leadership performance and the contribution they make to the business. Employers sponsoring MBA students recognise and value these outcomes.

*PwC New Zealand 2021 CEO Survey.

What is expected from me as a sponsor?

Pre-MBA

- Letters of reference to support the individual application
- Financial commitment of up to \$45,000 (spread across two or three years)**

During MBA

- Occasional time away from the office in the lead-up to exams, to be negotiated by the applicant
- Access to certain company information to be used in MBA reports as appropriate
- Access to clients for research purposes as appropriate
- One week's leave for the (Domestic or International) Consultancy project

Post-MBA

- Recognition of the individual achievement
- An opportunity for the candidate to present a summary of the MBA to peers and/or superiors
- Review meeting/appraisal
- Ongoing feedback on post-study performance
- Opportunities to implement learnings in projects and new initiatives

What can I expect from a sponsored MBA candidate?

Pre-MBA

- Requests for a contribution to finance/support

During MBA

- Increased decision-making capability in the workplace
- Increased leadership capability
- Multiple assignments with the potential to tailor them to company requirements

Post-MBA

- A well-rounded, confident leader with a global mindset
- Extensive inter- and intra-industry networks
- Ongoing opportunities to engage with teaching staff from the Professional Programmes team at the University
- Continuous learning initiatives offered by the University of Auckland MBA Alumni Club
- High aspirations for future career development

“Priscila’s studies have helped her align our business requirements and goals and she knows how to execute them.”

“It’s very important staff are constantly learning and trying to apply their learning to the business environment. You can’t be stagnant in a technology market. Things you learnt five years ago are basically outdated now.”

WARUNA KIRIMETIYAWA
Group CEO at LANcom ANZ

“It shows I’m committed to my career and I’m trying to get better at what I do - it’s a win, win for everyone.”

PRISCILA BERNADES (MBA)
Head of Sales at LANcom Technology



Who should I sponsor?

- A self-motivated, ambitious high-performer
- Someone who has the potential to be part of the next generation of top executives in your business
- Someone with specific skills who seeks to broaden their horizons
- Someone who genuinely believes in the purpose and future of the business
- An individual who can lead your business into the next phase of strategic growth

Employers can expect MBA graduates to*:

- Have a holistic view of all business functions and processes and a strong overview of international business strategy
- Have well-developed interpersonal skills, including the ability to communicate effectively and to interact with groups and individuals at all levels
- Apply strategic management skills at a senior level in changing business environments
- Transform organisations through strategic leadership, intellectual rigour and professional ethical values
- Bring the latest business thinking to an organisation

*According to the Association of MBAs (AMBA), the global accreditation authority: www.associationofmbas.com

Recommendations

- Appoint an internal supervisor responsible for maintaining a close dialogue with your candidate
- Negotiate an employer-candidate agreement at the outset that clearly states the objectives and expectations of each party, including finance structure
- Monitor ongoing academic results, identifying and addressing any performance problems early
- Request regular updates from your candidate through the programme and, where possible, invite the wider team to participate and provide feedback in these sessions
- Schedule a time for the candidate to present a comprehensive report of the MBA outcomes following completion
- Develop a relationship with the Professional Programmes team to maximise and personalise the support available for your candidate
- Provide opportunities for assignment topics and/or research projects





What our MBA sponsors say

Strategic capability and mutual return on investment

"New Zealand organisations need to build sustainable profits and grow leaders with a broad range of strategic capabilities. An MBA programme can deliver both of these. It profoundly shifts the mind-set and capabilities of any leader. To mitigate any loss of investment in the programme, both the organisation and the individual must work better together during the study period so that expectations are managed, and the balance between providing new opportunities to apply the learning and role advancement can be achieved."

CRAIG GILLETT (MBA)

Head of Insurance Capability, IAG – MBA Sponsor



A broader capability

The MBA provides relevant knowledge for staff at mid- to senior-management level.

"We're all about self-directed learning at Fisher & Paykel Healthcare, so it's about giving people the opportunity to really develop and grow for themselves."

ANDY GRAVES

Head of Capability, Fisher & Paykel Healthcare – MBA Sponsor



Enduring competitive advantage

"Twenty years down the track, I still derive value from the MBA degree virtually every day of my working life. The University of Auckland MBA delivers a practically focused and comprehensive business curriculum. It provides an environment where the real issues confronting businesses and business leaders can be debated and discussed and it provides a toolkit of globally recognised concepts and frameworks across the spectrum of disciplines inherent in management and best practice leadership."

JOAN WITHERS (MBA)

Chair, The Warehouse Group – MBA Sponsor



Experience the MBA

Please join us at our exciting events throughout the year designed to give you and your candidate the opportunity to learn more about the MBA. All events are free to attend. To find out more, please visit our MBA Events & Information Sessions page at www.auckland.ac.nz/mba-events

Contact us

For more information about MBA study and to discuss how to invest in your top talent, call the Professional Programmes team. Detailed programme information and course content is available on the website.

Telephone: 0800 61 62 63

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www.mba.auckland.ac.nz