



**CIM** | CANTERBURY  
AUSTRALIA | INSTITUTE OF  
NEW ZEALAND | MANAGEMENT

# Where SUCCESS Begins



NEW ZEALAND



AUCKLAND



SYDNEY

AUSTRALIA



MELBOURNE



DARWIN

# Welcome to CIM New Zealand

**On behalf of our faculty and staff, welcome to Canterbury Institute of Management (CIM).**

We are pleased that you have chosen to study at our new campus in Auckland, New Zealand. Your success matters to us, and we are here to help guide you toward your educational and career goals. CIM offers a wide range of support services to ensure you succeed in completing your chosen degree program. Our mission is to deliver a learning experience that enhances your career development, instills lifelong values, and brings personal fulfillment.

Since its establishment, CIM has proudly operated across Australia, with campuses in Sydney, Melbourne, and Darwin. These locations have served a diverse student community with high-quality, industry-relevant education in vibrant, professional environments.

Building on this strong foundation, we are excited to bring CIM's commitment to excellence to Aotearoa New Zealand, launching our newest campus in the heart of Auckland Central. This expansion represents our vision to deliver globally connected education across the Asia-Pacific region.

We are an ambitious institution that values face-to-face engagement, innovative thinking, and intellectual exploration. Our courses are known for their practical and applied approach, designed to equip graduates with the essential skills needed to thrive in today's workforce.

We take pride in our strong academic and student support structure. Our team of educators includes respected scholars and experienced professionals with strong industry connections. Our student support staff are committed to delivering personalised care and mentorship.

We encourage you to make use of all our services and to reach out to any member of our dedicated team for assistance on your academic journey.

# About CIM



## 75 Karangahape Road, Auckland Central, New Zealand

Nestled in the heart of one of Auckland's most vibrant and culturally rich neighbourhoods, our New Zealand campus blends academic excellence with modern design and a welcoming, student-first atmosphere.

Spread across two spacious levels, this campus has been purpose-built to support meaningful learning, collaboration, and community connection.

### **Academic Excellence, Designed for Success**

Modern Classrooms – equipped with smart technology and flexible layouts

Library – quiet, resource-rich space for research, reading, and reflection

IT Lab – fast, connected, and available for individual or group study

### **A Community Space that Goes Beyond Learning**

At CIM Auckland, we believe education is about more than lectures. It's about balance, wellbeing, and building real connections. That's why our campus includes:

Student Breakout Area – a vibrant social hub for students to relax and recharge

*"The Auckland campus offers a complete learning experience—where academic focus meets social wellbeing in an inspiring urban setting."*

Set just minutes from **Queen Street**, universities, public transport, cafes, and parks, CIM's Auckland campus is where education meets lifestyle.



## Chair of Advisory Board

**Emeritus Professor Jim Psaros OAM** served as Professor of Accounting at the University of Newcastle until 2015. During his esteemed academic career, he held several key leadership positions, including:

- **Deputy Head of the Faculty of Business and Law,**
- **Assistant Dean (Teaching and Learning),**
- **Director of Executive and Corporate Programs,**
- **Head of the Department of Accounting and Finance, and**
- **Academic Director of the Sydney Campus.**

Before transitioning to academia, Emeritus Professor Psaros OAM built a strong foundation in Chartered Accounting, working with Big Four firms in Australia and internationally. With over 20 years of combined teaching and research experience at Australian and British universities, he has made significant contributions to both education and the accounting profession. His expertise extends beyond academia, having served on the Boards of Directors for corporate entities and as a member of audit committees for government authorities. This dual experience in professional practice and scholarly research underscores his distinguished career—recognised through his Order of Australia Medal (OAM). Emeritus Professor Psaros OAM holds a PhD in Accounting from the University of New South Wales. His research has consistently addressed practically significant issues, spanning areas such as:



- **Auditing and fraud detection,**
- **Critical analysis of Australian accounting standards, and**
- **Corporate governance mechanisms.**

A prolific scholar, he has published extensively and delivered numerous presentations at academic and professional forums, further cementing his reputation as a leader in the field.

**Emeritus Professor Jim Psaros,**  
Chair of the Governing Council



## Chair of Academic Board and Research Committee

**Professor Gan** is an internationally renowned scholar with a distinguished academic background, holding a **PhD from Louisiana State University, a Master's degree from Indiana State University, and a BA in Economics and Business Administration from Warren Wilson College, USA.** His research expertise spans **banking, microfinance, stock markets, and Asian financial economics**, characterized by a rigorous **quantitative and applied approach.** His influential work has shaped policy frameworks for **governments, development agencies, and private-sector institutions** worldwide.

A prolific contributor to his field, Professor Gan has published extensively in **top-tier peer-reviewed journals** and is widely cited by peers globally. He holds editorial roles on several academic boards and currently serves as **Chief Editor of the Review of Applied Economics.** His excellence in education has been recognized with prestigious accolades, including **the National Teaching Excellence Award (2003).**

At **Lincoln University**, Professor Gan has held key leadership positions, such as:

- **Director of the Postgraduate Committee,**
- **Head of the Department of Economics and Finance,**
- **Member of the Academic Board, and**
- **Director of the Lincoln University-Yunus Social Business Centre.**

Additionally, he contributed to the Advisory Board of the Single Global Currency Association (USA, 2005–2015).



Fluent in English and Malay with conversational proficiency in Cantonese, Professor Gan is a strong advocate for cross-cultural academic collaboration and the United Nations Sustainable Development Goals (SDGs), particularly those advancing economic growth, poverty alleviation, and social equity. He remains actively engaged in mentorship, postgraduate supervision, multinational research initiatives, and international academic panels, driving meaningful change in both scholarship and practice.

**Prof Christopher E.C. Gan,**

Chair of Academic Board and Research Committee

# PROGRAMS OFFERED

## ENGLISH PROGRAMS

### NZCEL Level 4 - The New Zealand Certificate in English Language (Academic)

**Program Level:** Level 4

**Program Credits:** 60 credits

**Intake Dates:** Monthly

Entry Requirements

1. Minimum age of 16 years
2. Completion of Level 3 NZCEL (Academic) OR
3. An internationally recognised English language proficiency test (per NZQA rules) OR
4. Pass CIM's internal placement test



#### Program Aim

The New Zealand Certificate in English Language (Academic) (Level 4) at Canterbury Institute of Management is designed to equip learners with the English language proficiency needed to communicate effectively in academic and professional settings. This programme enables students to engage confidently in detailed discussions, express their ideas clearly, and comprehend a variety of academic texts.

Aligned with the Common European Framework of Reference for Languages (CEFR) at a mid-B2 level, this qualification prepares learners to undertake higher-level academic studies in English-speaking environments. By the end of the programme, students will have developed the ability to express themselves fluently, engage in structured discourse, and apply critical thinking skills to academic tasks.

Tailored for international learners with English as an additional language, this programme supports students aiming to study in New Zealand, pursue an English language qualification, or transition into vocational or undergraduate programmes at CIM in disciplines such as accounting, information system or management. By aligning with the academic standards of NZQF Levels 5–7, the programme emphasises cultural competence, academic integrity, and research literacy, ensuring that graduates meet the linguistic rigor required for success in New Zealand's tertiary education system.

#### Structure and Content

The programme consists of four modules covering academic English skills:

- Listening: 15 credits (Unit Standards: 22892 - 5 credits, 30991 - 10 credits)  
Total Credits: 62
- Speaking: 15 credits (Unit Standards: 22891 - 5 credits, 31017 - 10 credits)
- Reading: 16 credits (Unit Standards: 22751 - 6 credits, 30998 - 10 credits)
- Writing: 16 credits (Unit Standards: 22749 - 5 credits, 22750 - 6 credits, 31040 - 5 credits)

#### Programme Learning Outcomes

Upon successful completion of this programme, graduates will be able to:

- Comprehend and analyse moderately complex academic texts, identifying main ideas, supporting details, and key arguments relevant to their field of study.
- Engage in sustained academic discussions with a degree of fluency and spontaneity, demonstrating clear articulation of ideas and appropriate interaction strategies.
- Process and interpret verbal academic discourse, distinguishing between key points, supporting evidence, and implicit meanings in a variety of academic contexts.

Produce structured and coherent academic writing, incorporating researched material, appropriate referencing, and a formal academic style across a range of moderately complex subjects.

# PROGRAMS OFFERED

## ENGLISH PROGRAMS

### NZCEL Level 5 - The New Zealand Certificate in English Language (Academic)

**Program Level:** Level 5

**Program Credits:** 60 credits

**Intake Dates:** Monthly

#### Entry Requirements

1. Minimum age of 16 years
2. Completion of Level 4 NZCEL (Academic) OR
3. An internationally recognised English language proficiency test (per NZQA rules) OR
4. Pass CIM's internal placement test

#### Program Aim

The New Zealand Certificate in English Language (Academic) (Level 5) at the Canterbury Institute of Management is specifically designed to develop learners' advanced English language proficiency, enabling them to communicate effectively in higher-level academic contexts. The programme supports learners in enhancing their language competencies, preparing them thoroughly for successful engagement in tertiary education and professional environments in New Zealand.

The programme aligns closely with the high B2 or low C1 level of the Common European Framework of Reference for Languages (CEFR), preparing students to progress confidently to postgraduate studies, including Postgraduate Diploma of Business and Master of Business programmes at CIM and other institutions. Students will develop extensive vocabulary from the New Academic Word List (NAWL), learn to engage in structured academic discussions, and master complex academic texts, reinforcing their ability to apply analytical, evaluative, and critical thinking skills.

Tailored particularly for international learners who speak English as an additional language, this qualification ensures robust cultural competence, academic integrity, and advanced research literacy. Graduates will be well-prepared for seamless entry into mainstream tertiary programmes at NZQCF Levels 7 to 9, including postgraduate programmes in accounting, information systems, and management, equipping them comprehensively for academic and vocational success.

#### Structure and Content

The programme consists of four modules covering academic English skills:

- Listening: 15 credits
- Speaking: 15 credits
- Reading: 15 credits
- Writing: 15 credits

#### Programme Learning Outcomes

Upon successful completion of this programme, graduates will be able to:

- Analyse and synthesise complex academic texts, clearly identifying the main ideas, supporting details, and arguments within diverse academic disciplines.
- Participate fluently and confidently in structured academic discussions, presenting ideas clearly, and applying appropriate interaction and discourse strategies.
- Interpret extended academic oral texts effectively, accurately distinguishing key points, supporting evidence, and implied meanings across various academic situations.
- Produce structured, coherent, and well-crafted academic texts, employing advanced research skills, accurate referencing, and adhering consistently to formal academic styles and conventions.

# PROGRAMS OFFERED

## DEGREE PROGRAMS - UNDER-GRADUATE PROGRAMS BACHELOR OF BUSINESS

**Program Level:** Level 7

**Program Credits:** 360 credits

**Intake Dates :** March, June and September



### Program Aim

The Bachelor of Business programme is designed to produce graduates with a comprehensive understanding of fundamental business principles, combined with specialised expertise in their chosen field of Accounting, Management, or Information Systems. This programme aims to equip learners with critical thinking, problem-solving, and decision-making abilities essential for addressing complex challenges in diverse business environments. Graduates will develop the technical and professional skills required to thrive in local and global markets, with a strong foundation in ethical practices, corporate social responsibility, and sustainable business operations. The programme fosters adaptability and innovation, preparing students to excel in dynamic industries by combining academic theory with practical applications.

In addition to the core business knowledge, students specialising in **Accounting** will gain an in-depth understanding of financial reporting, taxation, auditing, and strategic financial management. They will also be well-prepared to pursue professional accounting certifications and meet the evolving demands of the accounting profession, which increasingly encompasses technological integration and strategic business advisory roles.

For those majoring in **Management**, the programme focuses on building leadership capabilities, resource management, and strategic planning expertise. Students will learn how to lead diverse teams, implement organisational strategies, and adapt to globalised and multicultural work settings. They will graduate ready to take on managerial roles across industries, ensuring operational success and organisational growth.

Students specialising in **Information Systems** will acquire technical and analytical skills to design, implement, and manage digital solutions that enhance organisational performance. They will develop competencies in areas such as database management, cybersecurity, system analysis, and e-business, ensuring they can harness information technology to drive innovation and efficiency in modern organisations.

## Program Rationale

The Bachelor of Business program helps students to build the knowledge and skills necessary for a career in a wide range of areas within business and the not-for-profit and public sectors. The Bachelor of Business program is designed to allow learners to customise their program by sampling a range of business disciplines prior to choosing the business discipline in which to specialise through a selected Major. The program adopts enquiry-based learning approach that helps learners to develop important problem-solving and decision-making skills relevant to any business. Graduates go on to develop careers in the management of large, medium and small businesses in government and private sectors, both domestically and internationally.

## Industry Needs

Pacific region. As highlighted in regional labour market and education reports, there is a significant skills shortage in business disciplines such as Accounting, Information Systems, and Management, especially among graduates who combine technical expertise with cross-cultural communication, ethical leadership, and digital capability.

The Bachelor of Business programme at CIM directly addresses this need by preparing graduates with industry-relevant knowledge, professional competencies, and the adaptability to succeed in today's evolving economy.

Additionally, the New Zealand Certificate in English Language (Academic) – Level 4 and Level 5 programmes offered by CIM play a crucial role in this ecosystem. These qualifications are designed to:

- Bridge language gaps for international students entering tertiary study
- Strengthen academic and research literacy

• Equip learners with communication skills needed for success in professional and multicultural workplaces  
In an increasingly globalised workforce, English language proficiency is not only an academic requirement but an essential employability skill. CIM's English programmes ensure students are well-prepared to engage confidently in academic discussions, interpret complex texts, and express themselves clearly in business contexts.

Together, these programmes reinforce CIM's commitment to delivering work-ready graduates, equipped to contribute meaningfully to the New Zealand workforce and global industries.

## Program Content

**Compulsory Core Subjects** (8 courses, 120 credits):

These courses are common to all majors and provide foundational knowledge in business disciplines:

Course Code	Course Title	Credit Points
BUSC101	Communication in Business	15
ACCT101	Foundations of Accounting	15
ECON101	Business Economics	15
ITIS101	IT and Business Processes	15
MKTG101	Marketing	15
MGMT101	Management	15
LAWS101	Fundamentals of Business Law	15
BUSS101	Business Statistics	15

## Accounting Major

	Course Code	Course Title	Credit Points
<b>Level 200 Courses</b>	ACCT201	Management Accounting	15
	ACCT202	Financial Accounting	15
	ACCT203	Corporate Accounting	15
	FINC201	Fundamentals of Finance	15
	BUSE201	Corporate Governance and Business Ethics	15

	Course Code	Course Title	Credit Points
<b>Level 300 Courses</b>	ACCT301	Auditing	15
	ACCT302	Management Control Systems	15
	ACCT303	Accounting Systems	15
	ACCT304	Taxation	15
	ACCT305	Accounting Theory and Issues	15

## Core Courses for Information Systems Major

	Course Code	Course Title	Credit Points
<b>Level 200 Courses</b>	ISBS201	Communications and Networks	15
	ISBS202	Programming Concepts	15
	ISBS203	System Analysis and Design	15
	ISBS204	Database Management Systems	15
	Course Code	Course Title	Credit Points
<b>Level 300 Courses</b>	ISBS301	Information and Communication Security	15
	ISBS302	Web Technologies	15
	ISBS303	e-Business Solutions	15
	ISBS304	Information System Project	15

## Core Courses for Management Major

	Course Code	Course Title	Credit Points
<b>Level 200 Courses</b>	MGMT201	Organisational Behaviour	15
	MGMT202	Cross-Cultural Management	15
	MGMT203	Human Resources Management	15
	BUSE201	Corporate Governance and Business Ethics	15
	Course Code	Course Title	Credit Points
<b>Level 300 Courses</b>	MGMT301	Contemporary Issues in Management	15
	MGMT302	Strategic Management	15
	BUSE301	Entrepreneurship and Innovation	15
	MGMT303	Leadership and Change Management	15

## Total Courses

- **Core Courses:** 8
- **Information Systems Major:** 8
- **Accounting Major:** 10
- **Management Major:** 8

**Total:** 33 courses (with BUSE201 shared between Accounting and Management majors).

## Elective Course Selection for the Bachelor of Business Programme

Students enrolled in the Bachelor of Business programme can select **elective courses** from a range of subjects offered by the institute. These electives provide students with an opportunity to broaden their knowledge beyond their chosen major, adding value to their educational experience. However, electives cannot overlap with courses in the student's primary major.

## Available Elective Options

Electives can be selected from the following areas based on the programme content:

### Accounting Electives:

	Course Code	Course Title	Credit Points
<b>Level 200 Courses</b>	ACCT201	Management Accounting	15
	ACCT202	Financial Accounting	15
	ACCT203	Corporate Accounting	15
	FINC201	Fundamentals of Finance	15
	BUSE201	Corporate Governance and Business Ethics	15
	Course Code	Course Title	Credit Points
<b>Level 300 Courses</b>	ACCT301	Auditing	15
	ACCT302	Management Control Systems	15
	ACCT303	Accounting Systems	15
	ACCT304	Taxation	15
	ACCT305	Accounting Theory and Issues	15

### Management Electives:

	Course Code	Course Title	Credit Points
<b>Level 200 Courses</b>	MGMT201	Organisational Behaviour	15
	MGMT202	Cross-Cultural Management	15
	MGMT203	Human Resources Management	15
	BUSE201	Corporate Governance and Business Ethics	15

	Course Code	Course Title	Credit Points
<b>Level 300 Courses</b>	MGMT301	Contemporary Issues in Management	15
	MGMT302	Strategic Management	15
	BUSE301	Entrepreneurship and Innovation	15
	MGMT303	Leadership and Change Management	15

### Information Systems Electives:

	Course Code	Course Title	Credit Points
<b>Level 200 Courses</b>	ISBS201	Communications and Networks	15
	ISBS202	Programming Concepts	15
	ISBS203	System Analysis and Design	15
	ISBS204	Database Management Systems	15
	Course Code	Course Title	Credit Points
<b>Level 300 Courses</b>	ISBS301	Information and Communication Security	15
	ISBS302	Web Technologies	15
	ISBS303	e-Business Solutions	15
	ISBS304	Information System Project	15

### BBus Electives and Revised Programme Structure

#### Single Major Options

Students enrolled in the Bachelor of Business may select one of the following Majors:

- **Accounting**
- **Management**
- **Information Systems**

Each single-major pathway comprises **24** courses in total (equivalent to 360 credits under a 15-credit-per-course system). These courses include:

1. **Eight (8) Common Core Courses** – typically completed in the first year (100-level).
2. **Major-Specific Courses** – the number varies depending on the chosen Major.
3. **Elective Courses** – chosen from an approved list of electives.

A minimum of **50% of the elective courses** must be at **300-level** to ensure appropriate depth of study

#### Single Major

#### Accounting

Courses	Year/Level
8 First year common core courses	100 Level (Diploma of Business)
10 Courses in chosen Major	at least 5 out of 10 courses must be at 300 level
6 Elective Courses	at least 3 out of 6 courses must be at 300 level

## Information Systems Or Management Major

Courses	Year/Level
8 First year common core courses	First Year/100 Level (Diploma of Business)
8 Courses in chosen Major	at least 4 out of 8 courses must be at 300 level
8 Elective Courses	at least 8 out of 4 courses must be at 300 level

### Double Major Options

Students have the option to complete a double major within the Bachelor of Business. Double majors combine two different fields of specialisation (e.g., Management and Information Systems). However, please note:

**1. Students wishing to take Accounting as one of the two Majors** must complete additional courses, resulting in a total of **26** courses.

**2. Students selecting two Majors other than Accounting** can complete all requirements in **24** courses.

Double majors **cannot** be formally selected prior to the start of the programme; interested students must consult the **Programme Leader** for approval and guidance on progression.

### Double Major (Other Than Accounting)

Courses	Year/Level
8 First year common core courses	100 Level
8 Courses in first chosen Major	at least 4 out of 8 courses must be at 300 level
8 Courses in second chosen Major	at least 4 out of 8 courses must be at 300 level

### Double Major (Accounting + Another Major)

Courses	Year/Level
8 First year common core courses	100 Level
10 Courses in Accounting Major	at least 5 out of 10 courses must be at 300 level
8 Courses in second chosen Major	at least 4 out of 8 courses must be at 300 level

#### \*Conditions

Students who wish to study CIM Bachelor of Business Double Major:

- May not receive advance standing on the basis of VET qualifications such as Diploma or Advanced Diploma;
- Will receive a fully structured 'Program Planner' that does not have elective courses;
- Will study and pay tuition fees for 2 additional courses where Accounting is one of the two majors.



# PROGRAMS OFFERED

## POST GRADUATE PROGRAMS

### POSTGRADUATE CERTIFICATE OF BUSINESS (PGCB)

**Programme Level:** Level 8

**Programme Credits:** 60 credits

(Equivalent to the first 4 courses of the Postgraduate Diploma in Business, each course worth 15 credits.)

**Intake Dates:** March, June and September



#### Programme Aim:

The Postgraduate Certificate in Business is designed to provide students with focused theoretical and practical knowledge in core business disciplines. Building leadership and strategic thinking capabilities, this qualification prepares graduates to address organisational challenges, apply responsible business practices, and lead teams effectively. It also serves as a stepping stone to more advanced qualifications, including the Postgraduate Diploma in Business (PGDB) and potentially a Master of Business Administration (MBA).

#### Programme Learning Outcomes

Upon successful completion of the **Postgraduate Certificate in Business**, graduates will be able to:

1. Demonstrate advanced knowledge of key business disciplines, including management, leadership, and financial decision-making.
2. Evaluate and develop sustainable and ethical strategies to address organisational challenges and improve performance.
3. Apply leadership principles to coordinate teams effectively within diverse and dynamic business environments.
4. Communicate complex business concepts clearly and persuasively to stakeholders with varying levels of expertise.
5. Integrate critical thinking and problem-solving skills to support strategic decision-making and ethical governance.

#### Programme Content

This certificate comprises four Level 8 courses drawn from the first half of the PGDB curriculum. Each course is worth 15 credits, for a total of 60 credits.

Course Code	Course Title	Credit Points
MGMT401	Contemporary Management and Leadership	15
ACCT401	Accounting and Financial Management	15
MGMT402	Strategic Management	15
CGES401	Corporate Governance, Ethics and Sustainability	15

# PROGRAMS OFFERED

## POST GRADUATE PROGRAMS

### POSTGRADUATE DIPLOMA OF BUSINESS (PGDB)

**Programme Level:** Level 8

**Programme Credits:** 120 credits

**Intake Dates :** March, June and September

#### Programme Aim:

The Postgraduate Diploma in Business is designed to equip students with advanced theoretical and practical knowledge across key business disciplines. This programme fosters critical thinking, strategic decision-



making, and effective leadership in complex business environments. Graduates will gain the skills to analyse real-world challenges, manage organisational change, and contribute to sustainable and ethical business practices. The qualification also serves as a pathway to the Master of Business Administration (MBA) and prepares students for leadership roles across industries.

#### Programme Learning Outcomes

Upon completion of the **Postgraduate Diploma in Business**, graduates will be able to:

1. Analyse advanced theoretical and practical knowledge of business disciplines and professional practices.
2. Develop sustainable and responsible solutions to complex, real-world business challenges.
3. Apply leadership and strategic management practices to drive organisational performance in dynamic environments.
4. Collaborate effectively within diverse teams to achieve individual and collective goals.
5. Communicate complex business knowledge and solutions clearly to both professional and non-business audiences.
6. Demonstrate expertise in managing organisational change, process improvements, and project execution.
7. Critically evaluate personal and professional practices, integrating ethical considerations and stakeholder needs.

#### Programme Content

The Postgraduate Diploma in Business is designed to provide students with advanced theoretical and practical knowledge across key business disciplines. This qualification consists of 8 courses that equip graduates with the skills to address complex business challenges, make strategic decisions, and lead organisational improvements.

- **Post Graduate Diploma of Business (Project Management Major)**
- **Post Graduate Diploma of Business (Accounting Major)**

<b>Course Code</b>	<b>Course Title</b>	<b>Credit Points</b>
MGMT401	Contemporary Management and Leadership	15
ACCT401	Accounting and Financial Management	15
MGMT402	Strategic Management	15
CGES401	Corporate Governance, Ethics and Sustainability	15
MGMT403	Marketing Management and Research Methods	15
ECON401	Economics for Managers	15
ACCT409	Accounting for Projects (Prerequisite ACCT 401)	15
MGMT404	Financial Risk Management (Prerequisite ACCT 401)	15

### **Post Graduate Diploma of Business(Information Systems Major)**

<b>Course Code</b>	<b>Course Title</b>	<b>Credit Points</b>
MGMT401	Contemporary Management and Leadership	15
ACCT401	Accounting and Financial Management	15
MGMT402	Strategic Management	15
CGES401	Corporate Governance, Ethics and Sustainability	15
MGMT403	Marketing Management and Research Methods	15
ECON401	Economics for Managers	15
MBIS401	Information Systems and Strategy	15
MBIS404	Networks and Communications	15



# PROGRAMS OFFERED

## GRADUATE PROGRAM

### MASTER OF BUSINESS ADMINISTRATION (MBA)

**Programme Level:** Level 9

**Programme Credits:** 180 credits

**Intake Dates:** March, June and September

#### Programme Aim

The Master of Business Administration (MBA) at the Canterbury Institute of Management (CIM) is designed to equip students with advanced and integrated understanding of complex business knowledge across the disciplines of Accounting, Project Management, and Information Systems.



The programme fosters expert judgement, adaptability, and responsibility, enabling graduates to excel as practitioners and leaders in diverse professional environments. By integrating theoretical and practical knowledge, the MBA prepares students for senior-level management and leadership roles, developing intellectual, analytical, organisational, and interpersonal skills tailored to their chosen major. Graduates emerge as dynamic professionals capable of navigating the complexities of global business landscapes while driving innovation and sustainable practices within their respective fields.

#### Major in the MBA Program

##### Accounting Major:

This specialisation equips students with advanced accounting knowledge applicable in dynamic and global environments. Graduates will develop financial, analytical, and organisational skills essential for roles in public practice, business advisory services, taxation, commerce, budget planning, financial management, and auditing. The curriculum emphasises the application of professional judgement in preparing, analysing, and interpreting financial information, ensuring graduates are well-prepared to navigate the complexities of the accounting profession.

##### Project Management Major:

This major is designed to provide students with the skills and abilities to plan, implement, and control business activities effectively. Graduates will be equipped to manage projects across various industries, ensuring they can enhance organisational performance through effective project management practices. The curriculum covers key areas such as process and change management, project portfolio and management techniques, and quality management, preparing students for leadership roles in project management.

##### Information Systems Major:

This specialisation offers an understanding of the use and management of information systems within organisations. Graduates will be capable of managing IT projects effectively and professionally, with the technical expertise required for positions in electronic commerce, information systems, systems development, technology management, health informatics, or business systems and management. The programme focuses on developing analytical skills to assess, design, implement, and manage information systems, ensuring graduates can approach organisational problems from a broad, interdisciplinary perspective.

## **Programme Learning Outcomes**

### **Compulsory Core Course Learning Outcomes**

Graduates of the MBA programme will be able to:

1. Apply contemporary management practices in a manner consistent with organisational sustainability and ethical management behaviour.
2. Research and present theoretical concepts and complex ideas in both written and verbal formats appropriate for a range of stakeholder audiences.
3. Critically analyse, integrate, and reflect advanced theoretical, technical, and practical knowledge of business disciplines and professional practice.
4. Demonstrate mastery of discipline-specific knowledge and technical and research skills relevant to business decision-making and the management of organisations, engaging in lifelong learning.
5. Apply discipline-relevant knowledge and skills to challenges pertinent to professional practice in a substantial project.
6. Collaborate effectively within multidisciplinary teams to design and implement innovative, responsible, and practical solutions to complex real-world business challenges

Accounting Major Learning Outcomes

### **Graduates specialising in accounting will be able to:**

1. Apply advanced accounting principles and standards to financial reporting, analysis, and auditing to provide reliable and transparent financial information.
2. Evaluate taxation frameworks to create strategic tax planning solutions for individuals and organisations.
3. Apply technical knowledge in financial management, business advisory roles, and corporate accounting strategies.
4. Utilise accounting systems, technologies, and software to enhance organisational decision-making and operational efficiency.
5. Integrate global financial regulations, ethical standards, and sustainability principles into accounting practices to address organisational challenges in dynamic environments.

### **Project Management Major Learning Outcomes**

Graduates specialising in Management will be able to:

1. Develop and execute strategic plans to achieve organisational growth, competitiveness, and sustainability.
2. Lead and manage diverse teams effectively by applying principles of organisational behaviour and change management in globalised workplaces.
3. Critically analyse and apply management theories and frameworks to solve complex organisational challenges.
4. Apply leadership and entrepreneurial thinking by fostering innovation and managing organisational change effectively.
5. Incorporate ethical considerations and social responsibility into strategic decision-making and resource management practices.

### **Information Systems Major Learning Outcomes**

Graduates specialising in Information Systems will be able to:

1. Design and implement effective information systems to address business needs and enhance organisational performance.
2. Analyse and mitigate data and cybersecurity challenges to safeguard organisational assets and ensure compliance.

13. Lead digital transformation initiatives by leveraging emerging technologies to drive innovation and efficiency in business operations.
14. Develop and apply e-business solutions to improve customer engagement, streamline processes, and achieve strategic goals.
15. Communicate complex technical concepts effectively to diverse stakeholders, facilitating collaboration and informed decision-making.

### Compulsory Core Subjects (6 courses, 90 credits)

Course Code	Course Title	Credit Points
MGMT401	Contemporary Management and Leadership	15
ACCT401	Accounting and Financial Management	15
MGMT402	Strategic Management	15
CGES401	Corporate Governance, Ethics and Sustainability	15
MGMT403	Marketing Management and Research Methods	15
ECON401	Economics for Managers	15

### Accounting Major (3 compulsory courses + 3 electives, 90 credits)

Compulsory Courses		
Course Code	Course Title	Credit Points
ACCT402	Management Accounting	15
ACCT407	Accounting Systems and Theory	15
ACCT410	Forensic Accounting - Capstone	15

Elective Courses		
Course Code	Course Title	Credit Points
ACCT409	Accounting for Projects (Prerequisite ACCT 401)	15
MGMT404	Financial Risk Management (Prerequisite ACCT 401)	15
ACCT403	Financial Accounting	15
ACCT405	Auditing	15
ACCT406	Taxation	15
ACCT404	Corporate Accounting	15

### Management Major (3 compulsory courses + 3 electives, 90 credits)

Compulsory Courses		
Course Code	Course Title	Credit Points
MPMG401	Principles of Project Management	15
MPMG404	Process and Change Management	15
MPMG408	Managing Project Quality - Capstone	15

<b>Elective Courses</b>		
<b>Course Code</b>	<b>Course Title</b>	<b>Credit Points</b>
ACCT409	Accounting for Projects (Prerequisite ACCT 401)	15
MGMT404	Financial Risk Management (Prerequisite ACCT 401)	15
MPMG402	Managing People and Organisations	15
MPMG405	Project Portfolio and Project Management Techniques	15
MPMG406	Project Risk, Finance and Procurement	15
MPMG407	Project Scheduling and Control	15

### **Information Systems Major (3 compulsory courses + 3 electives, 90 credits)**

<b>Compulsory Courses</b>		
<b>Course Code</b>	<b>Course Title</b>	<b>Credit Points</b>
MBIS401	Information Systems and Strategy	15
MBIS404	Networks and Communications	15
MBIS405	Business Intelligence - Capstone	15

<b>Elective Courses</b>		
<b>Course Code</b>	<b>Course Title</b>	<b>Credit Points</b>
MBIS403	Data Modelling and Database Development	15
MSIT401	System Development Methodologies	15
MBIS402	Programming Fundamentals and Techniques	15
ISBS303	E-Business Solutions	15



## MINIMUM ENTRY REQUIREMENTS FOR PROGRAMMES AT CIM:

### UNDERGRADUATE PROGRAMMES

- Minimum Age: Applicants must be at least 18 years old.
- Academic Requirements: Applicants must meet one of the following criteria:
  - NCEA Level 3:** Successful completion of the National Certificate of Educational Achievement (NCEA) Level 3, including:
    - 14 credits in each of three approved subjects.
    - Literacy: 10 credits at Level 2 or above, made up of 5 credits in reading and 5 credits in writing.
    - Numeracy: 10 credits at Level 1 or above.
  - Equivalent Qualifications: Completion of an equivalent secondary school qualification, such as the International Baccalaureate (IB) Diploma or Cambridge International Examinations (CIE), meeting the University Entrance standard.
  - Foundation Programmes: Satisfactory completion of an approved foundation or bridging programme from a recognised New Zealand tertiary education provider.

### POSTGRADUATE CERTIFICATE AND DIPLOMA PROGRAMMES

**Academic Requirements:** Applicants must meet one of the following criteria:

- Bachelor's Degree: Successful completion of a bachelor's degree from a recognised tertiary institution.
- Equivalent Experience: Equivalent practical, professional, or educational experience demonstrating the ability to undertake study at this level

### MASTER'S PROGRAMMES

**Academic Requirements:** Applicants must meet one of the following criteria:

- Bachelor's Degree: Successful completion of a bachelor's degree with a B grade average or higher in the relevant field.
- Honours Degree or Postgraduate Diploma:
- Completion of a Bachelor Honours Degree or a Postgraduate Diploma in a related discipline.
- Relevant Experience: In some cases, substantial relevant professional experience may be considered.

### NEW ZEALAND CERTIFICATE IN ENGLISH LANGUAGE (ACADEMIC) (LEVEL 4)

To be admitted into the NZCEL (Academic) Level 5 programme, applicants must meet the following entry requirements:

- Minimum Age: 16 years
- Academic Requirement:
  - Successful completion of the New Zealand Certificate in English Language (Academic) Level 4, or an equivalent qualification.
- English Language Proficiency:
  - An internationally recognised English language test result, such as:
    - IELTS Academic: Overall score of 6.0, with no band lower than 5.5
    - Or an NZQA-approved equivalent OR
    - Satisfactory result in CIM's internal placement test

## ALTERNATE BACHELOR'S DEGREE: MATURE AGE ADMISSION ARRANGEMENTS

The Institute provides the following alternative admission pathway applicants who do not meet the academic admission requirements specified above:

- a. Mature aged applicants who are 20 years or over and who do not qualify for admission on the basis of formal educational attainment alone, may apply for admission as Mature Aged Applicants.
- b. The Institute recognises that preparation for tertiary study is not restricted to formal educational attainment and that valuable intellectual and skills development can be gained through wide ranging experiences and informal study. Each applicant's case is considered on its merits on the basis of evidence of achievement and of their interest in and capacity to work in the broad field of their chosen field of further study.
- c. To be considered under the Mature Aged Admission category, an applicant must be 20 years of age or over prior to the course start date. An application in this category is considered for admission based on an assessment of work experience and personal competencies. The applicants should ensure that the following information (where relevant) is included in their application:
  - i. details of formal education including level reached, state/country, year, subjects and results;
  - ii. details of other study, training or development courses attempted or completed since leaving school;
  - iii. details of a minimum of 1 year of relevant work experience in areas specific to the chosen course;
  - iv. details and proof of membership and affiliations with recognised professional and semi-professional bodies.

## ALTERNATIVE ADMISSION ARRANGEMENTS

The Institute's admissions principles and processes consider equity and access considerations through the provision of alternative entry admission arrangements. Consistent with this principle, the Institute's Academic Board may approve admissions arrangements for purposes such as:

- a. encouraging and assisting Māori and Pacific students to enroll in the CIM programme of study; or
- b. providing access to the educationally or socially disadvantaged;
- c. addressing the under-representation of designated subgroups.

The Institute monitors academic progress and provide appropriate learning support to students admitted under any scheme which is based on equity and access.

### Minimum Entry Requirements for English at CIM in Undergraduate and Post Graduate Programs:

Programme Level	Minimum English Language Proficiency Requirements
<b>Undergraduate Programmes</b>	· IELTS: Academic score of 6.0 or above, with no band less than 5.5.
	· NZCEL: Level 4 (Academic) certificate.
	· PTE Academic: Score of 50 or above, with no communicative skills score below 42.
	· TOEFL iBT: Score of 60 or above, with a writing score of 18 or above.
	Overall Cambridge English Scale score of 169 from C1 Advanced. No less than 162 in any paper.
	· Prior Education in English:
	· Successful completion of NCEA Level 3 or equivalent within the past two years.
	· Completion of a recognised foundation or preparation programme with required grades within the past two years.
	· At least one year of full-time study in a recognised bachelor's degree or higher, completed in English within the past two years.

Programme Level	Minimum English Language Proficiency Requirements
<b>Post Graduate Programmes</b>	· IELTS: Academic score of 6.5 or above, with no band less than 6.0.
	· NZCEL: Level 5 (Academic) certificate.
	· PTE Academic: Score of 58, with no communicative skills score below 50.
	· TOEFL iBT: Score of 80, with a writing score of 21 or above.
	· Overall Cambridge English Scale score of 176 from CI Advanced. No less than 169 in any paper.
	· Prior Education in English:
	o Successful completion of a bachelor's degree or higher, where the medium of instruction was English, completed within the past two years.

Programme Level	Minimum English Language Proficiency Requirements
Additional Considerations	· Validity Period: Evidence of English proficiency must be from within the past two years.
	· Exemptions: Applicants residing and studying/working continuously in an English-speaking country (e.g., New Zealand, Australia, Canada, USA, UK and other countries recognised by NZQA) may be exempt from the two-year validity requirement.

Other international tests of English language may also be used to satisfy the English language requirement. The table below presents the equivalence of different tests acceptable scores for CIM admission.

TEST	Undergraduate Programmes	Graduate Programmes
IELTS	6.0 (or better) (no component lower than 5.5)	6.5 (or better) (no component lower than 6.0)
TOEFL (internet-based)	TOEFL iBT: Minimum overall score of 60, with a writing score of 18 or above.	TOEFL iBT: Minimum overall score of 80, with a writing score of 21 or above.
Pearson (PTE Academic)	Minimum overall score of 50 with no band less than 42	Minimum overall score of 58 with no band less than 50
Cambridge English	Overall Cambridge English Scale score of 169 from CI Advanced. No less than 162 in any paper.	Overall Cambridge English Scale score of 176 from CI Advanced. No less than 169 in any paper.

## TUITION FEES (INTERNATIONAL STUDENTS):

Programme	Level	Duration	Credits	International Tuition Fee	Material Fee	Total
						Int'l
NZCEL - Lvl 4	4	16 weeks	120	\$5,120	\$400	\$5,520
NZCEL - Lvl 5	5	16 weeks	120	\$5,120	\$400	\$5,520
Bachelor of Business (BBus)	7	24-36 Months	360	\$48,000	\$4,350	\$52,350
Postgraduate Certificate of Business	8	6 Months	60	\$11,700	\$725	\$12,425
Postgraduate Diploma in Business	8	12 Months	120	\$23,400	\$1,450	\$24,850
Masters of Business Administration(MBA)	9	18 Months	180	\$35,100	\$2,175	\$37.28

### Other Fees

**Enrolment Fees :** \$ 500

**Material Fees:** NZCEL \$ 350

**Academic Programs:** \$ 725 per six months

**International Student Health Insurance:** Based on duration of the program

## TUITION FEES (INTERNATIONAL STUDENTS):

Programme	Level	Duration	Credits	International Tuition Fee	Material Fee	Total
						Int'l
NZCEL - Lvl 4	4	16 weeks	120	\$2,450	\$400	\$2,950
NZCEL - Lvl 5	5	16 weeks	120	\$2,450	\$400	\$2,950
Bachelor of Business (BBus)	7	24-36 Months	360	\$15,600	\$4,350	\$19.95
Postgraduate Certificate of Business	8	6 Months	60	\$5,000	\$725	\$5,725
Postgraduate Diploma in Business	8	12 Months	120	\$10,000	\$1,450	\$11.45
Masters of Business Administration(MBA)	9	18 Months	180	\$15,000	\$2,175	\$17,175

### Other Fees

**Enrolment Fees:** \$ 500

**Material Fees:** NZCEL \$ 350

**Academic Programs:** \$ 725 per six months



## **APPLYING TO STUDY AT CIM**

- Candidates must be at least 18 years of age to apply for CIM Undergraduate or Post Graduate Programs.
- Carefully read the entry requirements including CIM's English language requirements and provide evidence of English Language proficiency.
- Complete the application form ensuring all sections of the form are completed.
- Attach all your academic transcripts to support your application.
- Please ensure these are certified true copies. If you would like to apply for exemptions for past studies because you have completed a post-secondary qualification, please provide details of the material/content of the course you studied as well as a certified copy of your qualification.
- Please ensure that you provide all the required supporting documentation with your application. Incomplete documentation will delay a decision about admission.

Forward your completed application form and certified copies of results to CIM's representative or post to:

**Admissions Office:**

**Canterbury Institute of Management**

**75 Karangahape Road, Auckland Central, New Zealand**

**Email: [amokashi@ciom.ac.nz](mailto:amokashi@ciom.ac.nz)**



## REFUND POLICY

Should a student elect to withdraw from the programme, CIM shall process any applicable refund in accordance with the terms set forth in the CIM Refund Policy, which adheres strictly to the regulatory requirements established by the New Zealand Qualifications Authority (NZQA). For comprehensive details, please refer to the Refund Policy

### **International Student Fee Protection**

All international student tuition fees are protected through the Public Trust, CIM's approved NZQA Student Fee Protection provider. This ensures that in the event of programme closure or provider default, students will receive an appropriate refund or alternative placement.

Students may confirm their individual fee protection status by contacting Public Trust directly at [www.publictrust.co.nz](http://www.publictrust.co.nz)

or by calling 0800 494 733. In the event of CIM's closure, students may lodge a claim through the Public Trust using their student ID and enrolment confirmation."

### **Misuse of Policy**

CIM is committed to processing all refund applications fairly, transparently, and in good faith. To uphold the integrity of this process, CIM reserves the right to decline refund requests where:

- The request is supported by falsified documentation or intentionally misleading information; or
- There is evidence of coercive, threatening, or abusive behaviour toward staff during the refund process; or
- The application seeks to exploit the refund process for purposes unrelated to genuine educational or compassionate circumstances.

Any such cases will be assessed in line with CIM's Student Code of Conduct and relevant disciplinary procedures. CIM reserves the right to notify Immigration New Zealand or relevant authorities in cases involving fraud or visa breaches.



# Contact Us

**CIM** | CANTERBURY  
AUSTRALIA | INSTITUTE OF  
NEW ZEALAND | MANAGEMENT

## Email

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