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| **Tāmaki Approval in Principle Application – Programme Development** |
| Development Lead: | *Name, School* | Date: Click to enter text |
| Programme: | *NZQCF Number, Title* |
| Is professional accreditation required? [ ]  Yes [ ]  No | Accrediting body: Click to enter text |
| Is this proposed programme development: [ ]  New [ ]  Redevelopment [ ]  Replacement[[1]](#footnote-1)  |
| To be offered by: | [ ]  Manukau [ ]  Ōwairaka [ ]  Both [ ]  Other: Click to enter text |
| Summarise how the proposal aligns with the Tāmaki Academic Strategy and the School’s Plan  |
| Click to enter text |

*PURPOSE*

*This form is for applications to approve in principle proposals for the re/development of programmes. All programme development requires approval.*

*The criteria that must be met in this AIP are:*

* *Demonstrated alignment with Tāmaki’s Academic Strategy & approved School Plans;*
* *Demonstrated stakeholder need and market demand for the product beyond current competitor provision (evidence-based);*
* *Indicative programme viability (projected EFTS, known physical/plant requirements and staff capacity and capability requirements).*

*PROCESS*

1. *Complete the AIP application, working with Marketing/Insights and your Finance Business Partner as indicated*
2. *Submit the AIP to* *chris.park@manukau.ac.nz* *or* *stries@unitec.ac.nz*
3. *Feedback on the AIP application will be provided with 3 timeframe*

*SUPPORT REQUIREMENTS*

*All new product development must have the support of Te Puna Ako/Te Korowai Kahurangi (Ōwairaka) and/or Academic Centre and Academic Registry (Manukau).*

*For advice on this process please contact* *chris.park@manukau.ac.nz* *or* *stries@unitec.ac.nz*

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| Level: | Choose an item. | EFTS Value: | Click to enter text | Credit Value: | Click to enter text |
| Delivery Weeks: | Click to enter text | Proposed Start Date: | Click to enter text |
| Anticipated EFTS, year 1:  | Domestic: Click to enter text | International: | Click to enter text |
| Anticipated EFTS, first full delivery of prog:  | Domestic: Click to enter text | International: | Click to enter text |
| What is the estimated current [Funding Rate](https://www.tec.govt.nz/funding/funding-and-performance/funding/funding-rates/)for the programme per domestic EFT? *[Te Korowai Kahurangi or the Academic Registry can help with this]* Click to enter text | If to be offered for International ākonga, what is the annual fee that would be charged? *[Please see* [*Education and Training Act*](https://www.legislation.govt.nz/act/public/2020/0038/latest/whole.html?search=sw_096be8ed81e0ce4d_international_25_se&p=1#LMS289515) *section on fees for International Students]*Click to enter text |
| Funding Type: [*see TEC Funding Conditions*](https://www.tec.govt.nz/funding/funding-and-performance/funding/funding-conditions-by-year/)[ ]  Foundation & Youth Transition (ACE, YG)[ ]  Vocational, Non-Degree, Degree, Research (SAC)[ ]  Micro-credential[ ]  Self-funded (International)[ ]  Other Click to enter textName of fund if known: Click to enter text | Is Proposed Delivery (tick all that apply):Full-time? [ ]  Yes [ ]  NoPart-time? [ ]  Yes [ ]  NoIn-work learning? [ ]  Yes [ ]  No(Placements, practicum, etc.)Through a third party? [ ]  Yes [ ]  NoTo be delivered offshore? [ ]  Yes [ ]  NoWholly online [ ]  Yes [ ]  No |

# **Market Insights**

Please answer all questions in this section, which asks you to provide a narrative in support of the need for the programme. Consider the sources you have consulted and how the programme fits with Tāmaki’s Academic Strategic goals. You are advised to seek support from the Market Insights team in preparing this section.

Please note that for proposed **Level 7 and above programmes** you must complete this section, and meet with the Product Marketing and Insight Team (Unitec)/Marketing Team (MIT).

*See the* ***Addendum*** *to this document for an example of what’s required in this section.*

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| What is your industry’s/profession’s view on the need for this programme? Click to enter text |
| Briefly describe the employer and community stakeholder need for the programme. What evidence is there that Tāmaki should develop/deliver/continue to deliver it? Click to enter text |
| What competitors are offering this programme and where is it being offered?Click to enter text |
| If new, why has Tāmaki not developed this or a similar programme in the past? What has changed to make this development a viable proposition now? Click to enter text |
| What opportunities may be missed if this programme is not developed/or continued to be delivered by Tāmaki? Click to enter text |
| Who assisted you, and what sources were used, in creating this market demand profile?Click to enter text |
| What other information can you provide in support of this application? [If replacing a programme with one from another provider please explain the decision here]. Click to enter text |

**School Profile**

This section builds a view of the school and its current resource level for the team assessing the AIP.

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| What suite of programmes does the school currently offer?  [ ]  Short courses [ ]  Trades Academy [ ]  ACE [ ]  Level 1 [ ]  Level 2 – 4 [ ]  Level 5 – 7 (non-degree) [ ]  Level 7 (degree) [ ]  Post-graduate  |
| *Ākonga voice:* In the last school course survey report what percentage of ākonga rated the following question Excellent?*“Taking into account all aspects of this course (its content, structure, assessments and teaching), how would you rate the course overall?”* | Click to enter text |

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| *Ākonga Success:* In the most recent EPI, what percentage of enrolled ākonga successfully completed their course?  | What indicators and initiatives are underway within the school that would support priority group success (Māori, Pacific, Disabled)?  |
| ​​Click to enter text​  | ​​Click to enter text​  |

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| *Kaimahi:* Is there currently adequate programme and course development resource in the school to develop this project? [ ]  Yes [ ]  No  | If no, what additional development resource needs to be engaged? Click to enter text |
| Is there currently adequate teaching resource and capability in the school to deliver this programme? [ ]  Yes [ ]  No  | If no, what additional resource or capability would be required?  Click to enter text |
| *Financial Profile:* Please attach the school’s budgeted contribution margin and latest forecast contribution margin.  |
| *Additional Impacts:* Describe any other resource required by the school to deliver this programme (e.g., procured curriculum, plant, materials, placements). Would there be there any ongoing costs?Click to enter text |
| Which other Schools at MIT & Unitec may be impacted by, or required to assist with, your proposal? Have you commenced discussions with them?Click to enter text | Which Service Centres at MIT & Unitec will be impacted by, or required to assist with, your proposal? Have you commenced discussions with them? Click to enter text |

Attachments: [ ]  Financial (contribution margin data) [ ]  PER/PEP (required for redevelopments or replacements) [ ]  Detailed Market Insights analysis (required for ≥ Level 7 programmes). Please submit to *chris.park@manukau.ac.nz* *or* *stries@unitec.ac.nz*

Addendum

Please note that this is an example of an imaginary L4 Diploma application.

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| What is your industry’s/profession’s view on the need for this programme? The Professional Body are supportive of this qualification. They have indicated that it will enable learners to be work-ready to join the profession.  |
| Briefly describe the employer and community stakeholder need for the programme. What evidence is there that Tāmaki should develop/deliver/continue to deliver it? *See the Addendum to this document for an example of what’s required in this section.*Employers have commented in their feedback that graduates are not as work-ready as they would like and that they are still recruiting offshore due to a chronic shortage (INZ Green List). The South Auckland Community is growing, with new housing developments in Drury, Papakura and Pukekohe. This will necessitate additional businesses in the area. The community needs additional Māori and Pasifika graduates in particular. This qualification is especially tailored to Māori and Pasifika learners and it builds on other offerings in the school. MIT is the only tertiary provider offering this training in South Auckland and this qualification would address these needs and the aspirations of Māori and Pasifika learners. |
| What competitors are offering this programme and where is it being offered?There is a PTE in Pōkeno offering this qualification and Wintec also offers it. The fees that the PTE charges are $2000 inc GST per learner for 6 months study. Wintec charges $2,500 for the same period of study. |
| If new, why has Tāmaki not developed this or a similar programme in the past? What has changed to make this development a viable proposition now? It has long been recognised that there is a need for this qualification. It has only recently been developed by the WDC and made available to the market. |
| What opportunities may be missed if this programme is not developed/or continued to be delivered by Tāmaki? This is a pathway opportunity, MIT would miss the chance to offer it to our L3 learners. There is a possibility that other tertiary providers will decide to pursue this opportunity themselves. |
| Who assisted you, and what sources were used, in creating this market demand profile?Joe Bloggs (Market Insights Manager), Nga Kete data, Hairdressing WDC, internal EPI data |
| What other information can you provide in support of this application? [If replacing a programme with one from another provider please explain the decision here]. Please see employer survey data and WDC market insight, attached. |

1. If proposal is for redevelopment or replacement, please attach latest PER/PEP. If replacing a programme with one from another provider please explain this in the Market Insights section. [↑](#footnote-ref-1)