

Business

Co-operative Education (<http://www.carleton.ca/calendars/2012-13/undergrad/regulations/co-operativeeducation>) Option is available in the Bachelor of Commerce.

Graduation Requirements

In addition to the requirements listed below, students must satisfy the University regulations (see *the Academic Regulations of the University* (<http://www.carleton.ca/calendars/2012-13/undergrad/regulations/academicregulationsoftheuniversity>) section of this Calendar).

Students should consult with the School when planning their program and selecting courses.

Academic Performance Evaluation

Students in B.Com. and B.I.B. are Honours students. Students in programs of the Eric Sprott School of Business who are not in *Good Standing* at any A.P.E. will be required to withdraw from the program with the standing *Continue in Alternate (CA)*.

Program Requirements

Bachelor of Commerce Honours (20.0 credits)

UCOM

A. Credits Included in the Major CGPA (13.5 credits)

1. 2.0 credits in:	2.0
BUSI 1004 [0.5] Financial Accounting for Business Students	
BUSI 1005 [0.5] Managerial Accounting for Business Students	
BUSI 1402 [0.5] Introduction to Business Information and Communication Technologies	
BUSI 1800 [0.5] Introduction to Business	
2. 3.5 credits in:	3.5
BUSI 2101 [0.5] Introduction to Organizational Behaviour	
BUSI 2208 [0.5] Introduction to Marketing	
BUSI 2301 [0.5] Introduction to Operations Management	
BUSI 2400 [0.5] Foundations of Information Systems	
BUSI 2504 [0.5] Business Finance I	
BUSI 2601 [0.5] Business Law	
BUSI 2701 [0.5] Fundamentals of International Business	
3. 1.5 credits in:	1.5
BUSI 3102 [0.5] Introduction to Human Resources Management	
BUSI 3103 [0.5] Introduction to Organization Theory	
BUSI 3309 [0.5] Project Management	
4. 1.0 credit in:	1.0
BUSI 4601 [0.5] Business Ethics	
BUSI 4609 [0.5] Strategic Management	
5. 1.0 credit in BUSI at the 4000-level	1.0

6. 1.0 credit in:	1.0
ECON 1000 [1.0] Introduction to Economics	
7. 0.5 credit from:	0.5
MATH 1009 [0.5] Calculus: with Applications to Business	
MATH 1007 [0.5] Elementary Calculus I	
8. 0.5 credit from:	0.5
MATH 1119 [0.5] Linear Algebra: with Applications to Business	
MATH 1107 [0.5] Linear Algebra I	
9. 0.5 credit in:	0.5
PSYC 1002 [0.5] Introduction to Psychology II	
10. 0.5 credit in:	0.5
SOCI 1002 [0.5] Introduction to Sociology II	
11. 0.5 credit in:	0.5
ECON 2020 [0.5] Intermediate Microeconomics I: Producers and Market Structure	
12. 1.0 credit in:	1.0
STAT 2606 [0.5] Business Statistics I	
STAT 2607 [0.5] Business Statistics II	
B. Credit Not Included in the Major CGPA (6.5 credits)	
13. 1.0 credit in free electives at the 3000-level or higher	1.0
14. 5.5 credits in free electives.	5.5
Total Credits	20.0

Notes:

- BUSI 4601 and BUSI 4609 in Item 4 above must be taken at the Sprott School of Business.
- The following courses cannot be used as free electives toward the B.Com. degree: ESLA 1300, ESLA 1500, any 0000-level course such as MATH 0107.
- The 4000 level credit in item 5 above must be taken at the Sprott School of Business

Concentrations in the B.Com. Program

Concentrations described below are open to students registered in the B.Com. program. Students enrolled in a concentration must satisfy the requirements for Bachelor of Commerce (above) while gaining credit for the requirements of the Concentration through appropriate choice of courses. Students in the Concentration in International Business take Business BUSI 4709 Strategic Management for International Business in place of BUSI 4609 Strategic Management and BUSI 4705 Ethics and Cross-cultural Interaction in place of BUSI 4601 Business Ethics in the B.Com. requirements.

Declaration of Concentration(s)

Normally, students are expected to have declared their concentration(s), if any, before commencing the sixth credit into the program. Only under special circumstances would a student be allowed to enroll in a concentration after the completion of the thirteenth credit.

Declaration of Double Concentrations

To be eligible to declare a second concentration, a student must have completed at least 6.0 credits with a minimum overall CGPA of 8.0.

Concentration in Accounting (4.0 credits)

3A

1. 2.5 credits in:	2.5
BUSI 2001 [0.5]	Intermediate Accounting I
BUSI 2002 [0.5]	Intermediate Accounting II
BUSI 3001 [0.5]	Accounting for Business Combinations
BUSI 3005 [0.5]	Taxation I
BUSI 3008 [0.5]	Intermediate Management Accounting and Control
2. 1.5 credits from:	1.5
BUSI 2505 [0.5]	Business Finance II
BUSI 3007 [0.5]	Auditing I
BUSI 4000 [0.5]	Accounting Theory
BUSI 4002 [0.5]	Advanced Accounting Problems
BUSI 4005 [0.5]	Taxation II
BUSI 4008 [0.5]	Advanced Management Accounting and Control
BUSI 4009 [0.5]	Auditing II
Total Credits	4.0

Concentration in Entrepreneurship (4.0 credits)

3P

1. 2.5 credits in:	2.5
BUSI 2800 [0.5]	Entrepreneurship
BUSI 3600 [0.5]	Entrepreneurial Strategies
BUSI 3810 [0.5]	Business Development
BUSI 3820 [0.5]	Practicum in Business Design
BUSI 4810 [0.5]	Practicum in Business Creation or an approved elective for Entrepreneurship programs
2. 1.5 credits from a list of approved courses including the following:	1.5
BUSI 4105 [0.5]	Managing Change
BUSI 4119 [0.5]	Practicum in Management
BUSI 4600 [0.5]	Entrepreneurialist Culture
BUSI 4607 [0.5]	Management of Technology and Innovation
BUSI 4708 [0.5]	International Expansion and Operations
Total Credits	4.0

Concentration in Finance (4.5 credits)

3J

1. 3.5 credits in:	3.5
BUSI 2505 [0.5]	Business Finance II
BUSI 3500 [0.5]	Applied Corporate Finance
BUSI 3502 [0.5]	Investments
BUSI 3512 [0.5]	Derivatives
BUSI 4500 [0.5]	Advanced Corporate Finance
BUSI 4502 [0.5]	Portfolio Management
BUSI 4504 [0.5]	International Finance
2. 1.0 credit from:	1.0
BUSI 2002 [0.5]	Intermediate Accounting II
BUSI 2402 [0.5]	Business Applications Development
BUSI 3001 [0.5]	Accounting for Business Combinations
BUSI 3400 [0.5]	Data and Information Management

BUSI 3402 [0.5]	Systems Analysis and Design
BUSI 4510 [0.5]	Mergers and Acquisitions
BUSI 4511 [0.5]	Fixed Income Analysis
Total Credits	4.5

Concentration in Information Systems (4.0 credits)

3C

1. 2.5 credits in:	2.5
BUSI 3400 [0.5]	Data and Information Management
BUSI 3402 [0.5]	Systems Analysis and Design
BUSI 3405 [0.5]	Enterprise Architecture
BUSI 4400 [0.5]	IS Strategy, Management and Acquisition
BUSI 4404 [0.5]	IT Infrastructure
2. 1.5 credits from:	1.5
BUSI 2402 [0.5]	Business Applications Development
BUSI 3308 [0.5]	Simulation Methods in Business
BUSI 3401 [0.5]	Applications Development for Online Environments
BUSI 4402 [0.5]	Information Systems Practicum
BUSI 4406 [0.5]	Decision Making and Support Systems
BUSI 4607 [0.5]	Management of Technology and Innovation
Total Credits	4.0

Concentration in International Business (4.5 credits)

3B

1. 2.5 credits in:	2.5
BUSI 3703 [0.5]	International and Comparative Management
BUSI 3704 [0.5]	The Environment of International Business
BUSI 4205 [0.5]	International Marketing
BUSI 4706 [0.5]	International Human Resource Management
BUSI 4717 [0.5]	Managing Globalization in Emerging Economies
2. 1.0 credit from:	1.0
BUSI 3301 [0.5]	Supply Chain Fundamentals
BUSI 3705 [0.5]	International Buyer Behaviour
BUSI 4604 [0.5]	European Integration and the Business Environment in East/Central Europe
BUSI 4707 [0.5]	Regionalism and Globalization
BUSI 4708 [0.5]	International Expansion and Operations
3. 1.0 credit from:	1.0
ECON 3508 [0.5]	Introduction to Economic Development
ECON 3600 [0.5]	Introduction to International Economics
ECON 3601 [0.5]	Introduction to International Trade
ECON 3602 [0.5]	International Monetary Problems
ECON 3808 [0.5]	The Economics of Transition

EURR 4005 [0.5]	Environmental Problems and Politics in East/Central Europe and Eurasia	
GEOG 2200 [0.5]	Global Connections	
GEOG 3209 [0.5]	Sustainability and Environment in the South	
GEOG 3404 [0.5]	Economic Geography	
LAWS 3207 [0.5]	International Transactions	
LAWS 3208 [0.5]	International Trade Regulation	
LAWS 4200 [0.5]	International Economic Law	
PSCI 2601 [0.5]	International Relations: Global Politics	
PSCI 2602 [0.5]	International Relations: Global Political Economy	
PSCI 3600 [0.5]	International Institutions	
Total Credits		4.5

Note: for Item 3 above, ECON 3600 precludes additional credit for ECON 3601 and ECON 3602.

Concentration in Management (4.0 credits)

3U

1. 2.5 credits in:		2.5
BUSI 3104 [0.5]	Managing Individual Performance	
BUSI 3105 [0.5]	Managing and Motivating Teams	
BUSI 3106 [0.5]	Managing Conflict and Negotiation	
BUSI 4105 [0.5]	Managing Change	
BUSI 4112 [0.5]	Organizational Leadership	
2. 1.5 credits from:		1.5
BUSI 3119 [0.5]	Business and Environmental Sustainability	
BUSI 3117 [0.5]	Developing Creative Thinking	
BUSI 4104 [0.5]	Strategic Human Resources Management	
BUSI 4108 [0.5]	Organizational Learning	
BUSI 4111 [1.0]	Training and Development	
BUSI 4119 [0.5]	Practicum in Management	
Total Credits		4.0

Concentration in Marketing (4.0 credits)

3K

1. 2.0 credits in:		2.0
BUSI 3207 [0.5]	Marketing Research	
BUSI 4206 [1.0]	Consumer Behaviour	
BUSI 4208 [0.5]	Marketing Management	
2. 2.0 credits from:		2.0
BUSI 3204 [0.5]	Marketing: New Tools and Approaches	
BUSI 3205 [0.5]	Marketing Communications	
BUSI 3208 [0.5]	Business-to-Business Marketing	
BUSI 4203 [0.5]	Marketing In Not-for-Profit Organizations	
BUSI 4205 [0.5]	International Marketing	
Total Credits		4.0

Concentration in Supply Chain Management (4.5 credits)

3T

1. 2.5 credits in:		2.5
BUSI 3301 [0.5]	Supply Chain Fundamentals	
BUSI 3305 [0.5]	Logistics and Transportation	
BUSI 4302 [0.5]	Management of Quality	
BUSI 4304 [0.5]	Procurement and Contracting	
BUSI 4431 [0.5]	E-Supply Chain Technology and Management	
2. 2.0 credits from:		2.0
BUSI 3208 [0.5]	Business-to-Business Marketing	
BUSI 3308 [0.5]	Simulation Methods in Business	
BUSI 3400 [0.5]	Data and Information Management	
BUSI 3402 [0.5]	Systems Analysis and Design	
BUSI 3706 [0.5]	International Business Negotiations	
BUSI 4301 [0.5]	Decision Models for Managers	
BUSI 4309 [0.5]	Practicum in Supply Chain Management	
BUSI 4400 [0.5]	IS Strategy, Management and Acquisition	
BUSI 4406 [0.5]	Decision Making and Support Systems	
BUSI 4607 [0.5]	Management of Technology and Innovation	
BUSI 4708 [0.5]	International Expansion and Operations	
ECON 3600 [0.5]	Introduction to International Economics	
LAWS 3208 [0.5]	International Trade Regulation	
STAT 3503 [0.5]	Regression Analysis	
STAT 3507 [0.5]	Sampling Methodology	
Total Credits		4.5

Note: In Item 2 above, for further emphasis within this concentration, students may cluster courses in the following manners:

2a. E-Supply Chain Management:

BUSI 3208 [0.5]	Business-to-Business Marketing
BUSI 3400 [0.5]	Data and Information Management
BUSI 3402 [0.5]	Systems Analysis and Design
BUSI 4301 [0.5]	Decision Models for Managers
BUSI 4309 [0.5]	Practicum in Supply Chain Management
BUSI 4400 [0.5]	IS Strategy, Management and Acquisition
BUSI 4607 [0.5]	Management of Technology and Innovation

2b. Supply Chain Management - Business Analytics:

BUSI 3308 [0.5]	Simulation Methods in Business
BUSI 3400 [0.5]	Data and Information Management
BUSI 4406 [0.5]	Decision Making and Support Systems
BUSI 4301 [0.5]	Decision Models for Managers
BUSI 4309 [0.5]	Practicum in Supply Chain Management
STAT 3503 [0.5]	Regression Analysis
STAT 3507 [0.5]	Sampling Methodology

2c. Global Supply Chain Management:

BUSI 3208 [0.5]	Business-to-Business Marketing
BUSI 3706 [0.5]	International Business Negotiations
BUSI 4301 [0.5]	Decision Models for Managers
BUSI 4309 [0.5]	Practicum in Supply Chain Management
BUSI 4708 [0.5]	International Expansion and Operations
ECON 3600 [0.5]	Introduction to International Economics
LAWS 3208 [0.5]	International Trade Regulation

Bachelor of International Business (Honours)

Program Requirements

The Bachelor of International Business (B.I.B.) program is characterized by the requirement that students spend third year in studies abroad.

Students in the B.I.B. program are required to specialize in one of the following languages: French, German, Japanese, Mandarin, Portuguese or Spanish.

Language Training Component

Students may select French, German, Japanese, Mandarin, Portuguese or Spanish as their specialization language for study. Applicants to the program should indicate both a first and second choice, as their first choice may be oversubscribed. Students are strongly advised to continue study and use of their selected language independently, in the summers between academic years. Failure to do so may seriously undermine success during the year of study abroad.

Applicants to the program interested in languages other than those listed above should contact the Eric Sprott School of Business Supervisor of Undergraduate Programs to verify if the preferred language option may have become available after the publication of this calendar.

All first year Bachelor of International Business students will be assessed for ability in their selected language by the relevant language unit and placed in the appropriate courses as authorized by the language unit.

Students with some ability in their selected language may be allowed to pursue studies in that language on the understanding that they will effect a significant improvement in their ability.

The Year Abroad

The Study Abroad Requirement of the B.I.B. program is met by the successful completion of a minimum of 4.0 approved credits during the year of study abroad (this includes BUSI 3700 Cross-cultural Communication), with a minimum of 1.0 credit taught in the chosen language for the program. The B.I.B. student will study at one of Carleton's approved Exchange partner institutions, as a full-time student on Exchange for one academic year.

In order to be eligible to study abroad in third year, students must be in *Good Standing* and are required to have successfully completed a minimum of 9.0 credits:

- 4.0 credits in the specified Language Core (3.0 credits in the case of Japanese and Mandarin), and
- 5.0 credits in Business and Economics from the Major requirements below the 3000-level (6.0 credits in the case of Japanese and Mandarin).

The number of courses available in English in foreign schools may vary. Carleton credits commensurate to courses taken abroad will be determined by the Registrar's Office and awarded towards the student's degree.

Students are responsible for all traveling, living and incidental costs for fulfilling third-year requirements abroad. Tuition fees and compulsory miscellaneous fees will be paid to Carleton University according to Carleton University's fee structure. The student may be liable for compulsory miscellaneous fees assessed by the foreign institution, including possible fees for language courses.

A limited number of bursaries are available to offset costs. For details on how to apply for a bursary, contact the Awards Office.

Bachelor of International Business Honours (20.0 credits)

UBIB

A. Credits Included in the Major CGPA

1. 1.5 credits in:		1.5
BUSI 1004 [0.5]	Financial Accounting for Business Students	
BUSI 1005 [0.5]	Managerial Accounting for Business Students	
BUSI 1701 [0.5]	Introduction to International Business	
2. 2.5 credits in:		2.5
MATH 1119 [0.5]	Linear Algebra: with Applications to Business	
MATH 1009 [0.5]	Calculus: with Applications to Business	
ECON 1000 [1.0]	Introduction to Economics	
STAT 2606 [0.5]	Business Statistics I	
3. 3.5 credits in:		3.5
BUSI 2208 [0.5]	Introduction to Marketing	
BUSI 2301 [0.5]	Introduction to Operations Management	
BUSI 2400 [0.5]	Foundations of Information Systems	
BUSI 2504 [0.5]	Business Finance I	
BUSI 2702 [0.5]	Introduction to International Management	
BUSI 3700 [0.5]	Cross-cultural Communication	
BUSI 3706 [0.5]	International Business Negotiations	
4. 1.0 credit in:		1.0
BUSI 4705 [0.5]	Ethics and Cross-cultural Interaction	
BUSI 4709 [0.5]	Strategic Management for International Business (See Note, below)	
5. 2.0 credits in BUSI at the 2000-level or above		2.0
6. 0.5 credit from:		0.5
BUSI 3309 [0.5]	Project Management	

BUSI 3704 [0.5]	The Environment of International Business	
BUSI 3705 [0.5]	International Buyer Behaviour	
ECON 3600 [0.5]	Introduction to International Economics	
ECON 3601 [0.5]	Introduction to International Trade	
ECON 3602 [0.5]	International Monetary Problems (See Note, below)	
7. 1.0 credit from:		1.0
BUSI 4205 [0.5]	International Marketing	
BUSI 4706 [0.5]	International Human Resource Management	
BUSI 4708 [0.5]	International Expansion and Operations	
BUSI 4717 [0.5]	Managing Globalization in Emerging Economies (See Note, below)	
B. Credits Included in the Core CGPA		
8. 4.0 credits in	one of French, German, Japanese, Mandarin, or Spanish	4.0
C. Credits Not Included in the Major or Core CGPA		
9. 1.5 credits in	BUSI or ECON at the 2000-level or above	1.5
10. 2.5 credits in	free electives.	2.5
Total Credits		20.0

Notes:

- For Item 4 above, BUSI 4705 and BUSI 4709 must be taken at the Sprott School of Business.
- For Item 6 above, ECON 3600 precludes additional credit for both ECON 3601 and ECON 3602.
- For Item 7 above, 1.0 credit must be taken at the Sprott School of Business.
- The following courses cannot be used as free electives toward the B.I.B. degree: ESLA 1300, ESLA 1500, any course at the 0000-level including MATH 0107.

Concentrations in the B.I.B. Program

Concentrations described below are open to students registered in the B.I.B. program. Students enrolled in a concentration must satisfy the requirements for Bachelor of International Business (above) while gaining credit for the requirements of the Concentration through appropriate choice of courses. The order in which the courses listed for the Concentrations are taken should be planned in advance. Students are therefore strongly advised to consider their concentration choices by the end of their first year.

Courses taken at a foreign university during the year abroad must correspond to those below or, if different, be subject to evaluation and approval by the Eric Sprott School of Business.

Concentration in International Marketing and Trade (4.0 credits)

3Q

1. 2.0 credits in:		2.0
GEOG 2200 [0.5]	Global Connections	
ECON 3601 [0.5]	Introduction to International Trade	
BUSI 3705 [0.5]	International Buyer Behaviour	

BUSI 4205 [0.5]	International Marketing	
2. 1.0 credit from:		1.0
BUSI 3204 [0.5]	Marketing: New Tools and Approaches	
BUSI 3205 [0.5]	Marketing Communications	
BUSI 3207 [0.5]	Marketing Research	
BUSI 3208 [0.5]	Business-to-Business Marketing	
BUSI 4707 [0.5]	Regionalism and Globalization	
BUSI 4708 [0.5]	International Expansion and Operations	
3. 1.0 credit from:		1.0
ECON 3808 [0.5]	The Economics of Transition	
GEOG 3404 [0.5]	Economic Geography	
LAWS 3207 [0.5]	International Transactions	
LAWS 3208 [0.5]	International Trade Regulation	
PSCI 3600 [0.5]	International Institutions	
Total Credits		4.0

Concentration in Strategic Management and International Human Resources (4.0 credits)

3R

1. 2.0 credits in:		2.0
BUSI 3102 [0.5]	Introduction to Human Resources Management	
BUSI 4706 [0.5]	International Human Resource Management	
BUSI 4707 [0.5]	Regionalism and Globalization	
BUSI 4708 [0.5]	International Expansion and Operations	
2. 1.0 credit in:		1.0
BUSI 4105 [0.5]	Managing Change	
BUSI 4108 [0.5]	Organizational Learning	
3. 1.0 credit from:		1.0
BUSI 3103 [0.5]	Introduction to Organization Theory	
BUSI 3704 [0.5]	The Environment of International Business	
BUSI 4105 [0.5]	Managing Change	
BUSI 4108 [0.5]	Organizational Learning	
ECON 3360 [0.5]	Introduction to Labour Economics	
LAWS 3208 [0.5]	International Trade Regulation	
PSCI 3103 [0.5]	State, Society and Economy in Northeast Asia	
PSCI 3600 [0.5]	International Institutions	
PSCI 3703 [0.5]	Governing in the Global Economy	
Total Credits		4.0

Concentration in International Investment Finance and Banking (4.0 credits)

3S

1. 1.5 credits in:		1.5
BUSI 2505 [0.5]	Business Finance II	
BUSI 3500 [0.5]	Applied Corporate Finance	
BUSI 4504 [0.5]	International Finance	
2. 1.0 credit from:		1.0
BUSI 3502 [0.5]	Investments	
BUSI 4500 [0.5]	Advanced Corporate Finance	
BUSI 4502 [0.5]	Portfolio Management	
3. 1.5 credits from:		1.5

BUSI 2001 [0.5]	Intermediate Accounting I
BUSI 2002 [0.5]	Intermediate Accounting II
BUSI 2402 [0.5]	Business Applications Development
BUSI 3001 [0.5]	Accounting for Business Combinations
BUSI 3400 [0.5]	Data and Information Management
BUSI 4500 [0.5]	Advanced Corporate Finance
BUSI 4502 [0.5]	Portfolio Management
ECON 3601 [0.5]	Introduction to International Trade
ECON 3602 [0.5]	International Monetary Problems
ECON 3607 [0.5]	Monetary and Financial Institutions
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Total Credits	4.0

Minor in Business (4.0 credits)

M1

Only students pursuing undergraduate programs (except B.Com. and B.I.B.) requiring at least 20.0 credits to graduate and who have completed at least 4.0 credits toward their degrees with a minimum overall CGPA of 7.00 may be admitted to Minor in Business.

Students who are required to leave the Minor due to a low Minor CGPA may not return to the Minor at any subsequent date.

Requirements

1. 1.0 credit in:	1.0
BUSI 1003 [0.5] and 0.5 credit in BUSI at the 2000-level,	
or	
BUSI 1001 [0.5] Principles of Financial Accounting & BUSI 1002 [0.5] and Management Accounting	
2. 2.0 credits in:	2.0
BUSI 2101 [0.5] Introduction to Organizational Behaviour	
BUSI 2204 [0.5] Basic Marketing	
BUSI 2400 [0.5] Foundations of Information Systems	
BUSI 2503 [0.5] Basic Finance for Non-Business Majors	
3. 1.0 credit in BUSI at the 2000-level or higher	1.0
4. The remaining requirements of the major discipline(s) and degree must be satisfied.	
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Total Credits	4.0

Minor in Business for B.Sc. Honours Applied Physics (4.0 credits)

M1

Requirements

In the B.Sc. Honours Applied Physics, **Items 12, 13 and 14** are replaced with the following requirements, and **Item 15** is reduced to 0.5 credit free elective.

1. 2.5 credits in:	2.5
BUSI 1003 [0.5] Survey of Accounting	
BUSI 2101 [0.5] Introduction to Organizational Behaviour	
BUSI 2204 [0.5] Basic Marketing	
BUSI 2400 [0.5] Foundations of Information Systems	

BUSI 2503 [0.5] Basic Finance for Non-Business Majors	
2. 1.5 credits in BUSI at the 2000-level or higher.	1.5
Recommended:	
(BUSI 3103 or BUSI 3600) plus 1.0 credit in BUSI, or (BUSI 3204 and BUSI 3205) or (BUSI 2301 and BUSI 3309) plus 0.5 credit in BUSI	
3. The remaining requirements of the major discipline and degree must be satisfied.	
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Total Credits	4.0

Minor in Business for B.Sc. Honours, B.Sc. Major Earth Sciences (4.0 credits)

M1

Requirements

In the B.Sc. Honours Earth Sciences, **Items 14-17** are replaced with the following requirements and in the B.Sc. Major Earth Sciences, **Items 13-16** are replaced with the following requirements.

1. 1.0 credit in:	1.0
BUSI 1003 [0.5] Survey of Accounting	
BUSI 2503 [0.5] Basic Finance for Non-Business Majors	
2. 2.0 credits in:	2.0
BUSI 2101 [0.5] Introduction to Organizational Behaviour	
BUSI 2204 [0.5] Basic Marketing	
BUSI 2301 [0.5] Introduction to Operations Management	
BUSI 2400 [0.5] Foundations of Information Systems	
3. 1.0 credit in BUSI at the 2000-level or higher.	1.0
Recommended:	
BUSI 2701 [0.5] Fundamentals of International Business	
BUSI 3102 [0.5] Introduction to Human Resources Management	
BUSI 3103 [0.5] Introduction to Organization Theory	
BUSI 3208 [0.5] Business-to-Business Marketing	
BUSI 3309 [0.5] Project Management	
BUSI 3600 [0.5] Entrepreneurial Strategies	
4. The remaining requirements of the major discipline(s) and degree must be satisfied	
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Total Credits	4.0

Minor in Business for Bachelor of Engineering (4.0 credits)

MBE

Requirements:

1. 2.5 credits in:	2.5
BUSI 1003 [0.5] Survey of Accounting	
BUSI 2101 [0.5] Introduction to Organizational Behaviour	
BUSI 2204 [0.5] Basic Marketing	
BUSI 2301 [0.5] Introduction to Operations Management	
BUSI 2503 [0.5] Basic Finance for Non-Business Majors	

2. 1.5 credits from:	1.5
BUSI 2400 [0.5] Foundations of Information Systems	
BUSI 2701 [0.5] Fundamentals of International Business	
BUSI 2800 [0.5] Entrepreneurship	
BUSI 3103 [0.5] Introduction to Organization Theory	
BUSI 3309 [0.5] Project Management	
BUSI 4105 [0.5] Managing Change	
3. The remaining requirements of the major discipline(s) must be satisfied.	
Total Credits	4.0

Minor in Entrepreneurship (4.0 credits)

M1E

Only students pursuing an undergraduate program (except B.Com. and B.I.B.) requiring at least 20.0 credits to graduate and who have completed at least 4.0 credits toward their degree with a minimum Overall CGPA of 7.00 may be admitted to the Minor in Entrepreneurship.

Students who are required to leave the Minor due to a low Minor CGPA may not return to the Minor at any subsequent date.

Requirements:

1. 0.5 credit in:	0.5
BUSI 1003 [0.5] Survey of Accounting (or equivalent)	
2. 3.0 credits in:	3.0
BUSI 2204 [0.5] Basic Marketing	
BUSI 2101 [0.5] Introduction to Organizational Behaviour	
BUSI 2800 [0.5] Entrepreneurship	
BUSI 3600 [0.5] Entrepreneurial Strategies	
BUSI 3810 [0.5] Business Development	
BUSI 3820 [0.5] Practicum in Business Design	
3. 0.5 credit in:	0.5
BUSI 4810 [0.5] Practicum in Business Creation (or an approved elective for Entrepreneurship programs)	
4. The remaining requirements of the major discipline(s) and degree must be satisfied.	
Total Credits	4.0

Business (BUSI) Courses

School of Business

Eric Sprott School of Business

BUSI 1001 [0.5 credit]

Principles of Financial Accounting

Discussion of the concepts of asset valuation and income measurement underlying the preparations and interpretation of financial statements.

Precludes additional credit for BUSI 1004.

Lectures three hours a week.

BUSI 1002 [0.5 credit]

Management Accounting

An introduction to the use of accounting data for the purposes of planning and control of operations. Precludes additional credit for BUSI 1005.

Prerequisite(s): BUSI 1001.

Lectures three hours a week.

BUSI 1003 [0.5 credit]

Survey of Accounting

Introduction to accounting information, the basic accounting cycle, and consideration of selected financial statement topics. Analysis of cost behavior and the uses and limitations of accounting information in planning, controlling and decision-making processes.

No credit for students in B.Com., BIB or B.A. (Honours Economics, Concentration in Financial Economics).

Precludes additional credit for BUSI 1001, 1002, 1004 and 1005.

Lectures three hours a week.

BUSI 1004 [0.5 credit]

Financial Accounting for Business Students

Introduction to accounting for business organizations. The student will be introduced to the accounting process and the preparation and analysis of the balance sheet, income statement, and cash flow statement.

Precludes additional credit for BUSI 1001.

Prerequisite(s): restricted to students registered in the B.Com. and B.I.B.

Lectures three hours and tutorial one hour a week.

BUSI 1005 [0.5 credit]

Managerial Accounting for Business Students

Introduction to the development and use of accounting information within a business organization for effective management including: planning, directing, motivating, and controlling activities and behaviours.

Precludes additional credit for BUSI 1002.

Prerequisite(s): BUSI 1004. Restricted to students registered in B.Com. and B.I.B.

Lectures three hours and tutorial one hour a week.

BUSI 1402 [0.5 credit]

Introduction to Business Information and Communication Technologies

Introduction to ICT in organizations. Topics may include spreadsheets, databases, statistical software, website design and implementation, collaboration software including wikis, blogs and social networking, GPS, m-Commerce.

Lectures three hours and tutorials one hour a week.

BUSI 1701 [0.5 credit]

Introduction to International Business

An introduction to the principles and practices of international business. Topics include political and cultural differences, trade theory, global marketing, global human resource management and global strategy.

Precludes additional credit for BUSI 2701.

Prerequisite(s): registration in B.I.B.

Lectures three hours a week.

BUSI 1800 [0.5 credit]**Introduction to Business**

Introduction to contemporary businesses in a complex economy, their role in the society, their history. The various functions that come together to define a business will be examined. All forms of business communications emphasized.

Prerequisite(s): first-year standing in B.Com.

Lectures three hours, tutorials two hours a week.

BUSI 2001 [0.5 credit]**Intermediate Accounting I**

An examination of accounting and reporting issues related primarily to asset valuation and revenue recognition.

Prerequisite(s): BUSI 1001 and BUSI 1002, or BUSI 1004 and BUSI 1005 with a grade of C or higher in each.

Lecture 1.5 hours weekly ; Application sessions 1.5 hours weekly.

BUSI 2002 [0.5 credit]**Intermediate Accounting II**

An examination of accounting and reporting issues related primarily to liabilities and equities.

Prerequisite(s): BUSI 2001 and BUSI 2504 with a grade of C or higher in each.

Lectures three hours and tutorial one hour a week.

BUSI 2005 [0.5 credit]**Income Tax Fundamentals**

A foundation course that aims to introduce the fundamental concepts of income tax laws and regulations as significant elements in the planning and decision making process of taxpayers and managers. Problems, issues and planning associated with the Income Tax Act are discussed.

Precludes additional credit for BUSI 3005 and BUSI 4005.

Prerequisite(s): BUSI 1001 or BUSI 1004 with a grade of C- or higher.

Lecture three hours a week.

BUSI 2101 [0.5 credit]**Introduction to Organizational Behaviour**

Models of individual and small group behaviour in organizations. Topics include motivation, communication, job design, leadership and group dynamics to provide systematic explanations of employee and managerial behaviour in organizations.

Precludes additional credit for BUSI 3602.

Prerequisite(s): second-year standing. .

Lectures three hours a week.

BUSI 2204 [0.5 credit]**Basic Marketing**

Basic problems and practices in marketing. Marketing planning tools and strategies of firms.

Precludes additional credit for BUSI 2208. May not be used for credit toward B.Com. or B.I.B.

Prerequisite(s): restricted to students enrolled in B.I.D., B.P.A.P.M., Minor in Business, Minor in Entrepreneurship, Management Concentration in Engineering, or B.C.S. (Business Stream).

Lectures three hours a week.

BUSI 2208 [0.5 credit]**Introduction to Marketing**

Overview of the marketing function within the firm.

Introduction to key marketing concepts and principles.

Covers business environment analysis, strategic decision making (segmentation, targeting, positioning), marketing mix planning (product, price, place promotion). Analysis of marketing problems using cases and major project.

Restricted to students enrolled in B.Com. or B.I.B.

Precludes additional credit for BUSI 2204.

Prerequisite(s): BUSI 1004, ECON 1000 and one of BUSI 1701, PSYC 1001, PSYC 1002, SOCI 1001, SOCI 1002.

Lectures three hours a week.

BUSI 2301 [0.5 credit]**Introduction to Operations Management**

Concepts, models, and managerial issues in planning, designing, operating and controlling systems of manufacturing goods or providing services. Emphasis on basic ideas and tools.

Precludes additional credit for BUSI 3300 (no longer offered).

Prerequisite(s): second-year standing and STAT 2606 (may be taken concurrently).

Lectures three hours a week.

BUSI 2400 [0.5 credit]**Foundations of Information Systems**

Management issues associated with information systems in organizations. Definition, description, fundamental technologies impacts and development of information systems, and associated ethical issues.

Prerequisite(s): second-year standing.

Lectures three hours and tutorial one hour a week.

BUSI 2402 [0.5 credit]**Business Applications Development**

Introduction to programming. Fundamentals of structured and object-oriented programming using an OO programming language. Treatment of objects, abstraction and inheritance, event-driven programming, iteration, sequence and selection. Consideration of algorithms for searching, sorting, string processing and numerical analysis. Emphasis on the development of business applications.

Prerequisite(s): second-year standing.

Lectures three hours and tutorial one hour a week.

BUSI 2503 [0.5 credit]**Basic Finance for Non-Business Majors**

Basic issues and practices in finance for students not in the B.Com. or BIB programs. Survey of business firms' financing, investment, and payout decisions. Emphasis on understanding the principals, resources and trade-offs in the financial arena of a business.

No credit for students in B.Com., BIB or B.A. Honours Economics, Concentration in Financial Economics.

Precludes additional credit for BUSI 2504.

Prerequisite(s): enrolment in Minor in Business, Minor in Entrepreneurship or Bachelor of Computer Science (Management and Business Systems Stream).

Lecture three hours a week.

BUSI 2504 [0.5 credit]**Business Finance I**

Business firms' financing, capital investment, and dividend policy decisions, cost of capital and short-term asset management problems.

Also listed as ECON 2504.

Precludes additional credit for BUSI 2503.

Prerequisite(s): ECON 1000 or ECOR 3800, BUSI 1002 or BUSI 1005 and registration in B.Com., B.I.B. or B.A. Honours in Economics or Applied Economics with Concentration in Financial Economics, Engineering, B.C.S.

Lectures three hours and tutorial one hour a week.

BUSI 2505 [0.5 credit]**Business Finance II**

Capital investment and financing decisions in the context of risk and return tradeoffs. Primary and derivative securities, and their role in risk management. Mergers, corporate restructuring, the theory of principal-agent relationships, and financial planning, forecasting, and control.

Precludes additional credit for BUSI 4308.

Prerequisite(s): BUSI 1002 or BUSI 1005, BUSI 2504 with a grade of C or higher in each; ECON 1000 with a grade of C- or higher and: (MATH 1009 and MATH 1119) with a grade of C- or higher in each.

Lectures three hours a week.

BUSI 2601 [0.5 credit]**Business Law**

The legal system and legal ordering as they affect those engaged in business activities. Emphasis on the law of tort, law of contract, agency and bailment, business associations (partnerships/proprietorships/corporations) and real estate.

Prerequisite(s): restricted to students enrolled in B.Com. or B.I.B.

Lectures three hours a week.

BUSI 2701 [0.5 credit]**Fundamentals of International Business**

Introduction to the context and operation of international business. Topics include international trade theory, trade agreements and blocs, international finance, global marketing, international human resource management and global strategy.

Precludes additional credit for BUSI 1701 and BUSI 2702.

Lectures three hours a week.

BUSI 2702 [0.5 credit]**Introduction to International Management**

Implications of international business for individual and organizational behavior, including the strategy of international business and its effects on organizational structure. Introduces concepts of cross-cultural communication.

Precludes additional credit for BUSI 2701.

Prerequisite(s): second-year standing and BUSI 1701.

BUSI 2800 [0.5 credit]**Entrepreneurship**

Overview of the basics of entrepreneurship, with emphasis on idea generation and identification, business models, initial strategies and feasibility. A number of organization types will be studied.

Prerequisite(s): second-year standing in B.Com., B.I.B., Minor in Business or Minor in Entrepreneurship.

Lecture three hours weekly; tutorials as needed.

BUSI 3001 [0.5 credit]**Accounting for Business Combinations**

Accounting problems associated with business combinations, with attention to the preparation of consolidated financial statements. Discussion may extend to financial reporting and diversified companies, reorganizations, etc. Selection of topics may vary from year to year.

Prerequisite(s): BUSI 2002 with a grade of C- or higher.

Lectures three hours and tutorials one hour a week.

BUSI 3005 [0.5 credit]**Taxation I**

Federal income tax laws and regulations and their impact on an individual's financial and business decisions.

Problems, issues and planning associated with the Income Tax Act and concerned with the computation of taxable income and taxes payable by an individual are discussed.

Precludes additional credit for BUSI 2005.

Prerequisite(s): BUSI 2001 with a grade of C- or higher.

Lectures three hours a week.

BUSI 3007 [0.5 credit]**Auditing I**

Auditing theory, methodology and application.

Precludes additional credit for BUSI 4007 (no longer offered).

Prerequisite(s): third-year standing and BUSI 2002 (may be taken concurrently).

Lectures three hours a week.

BUSI 3008 [0.5 credit]**Intermediate Management Accounting and Control**

The use of accounting information for cost control and performance evaluation. Emphasis is on cost accumulation systems, performance evaluation, control models and analytical tools.

Prerequisite(s): BUSI 1002 or BUSI 1005 and ECON 2202 or STAT 2607 with a grade of C- or higher in each.

Lectures three hours and tutorial one hour a week.

BUSI 3102 [0.5 credit]**Introduction to Human Resources Management**

Human Resource Management function in large formal organizations. Topics include human resources planning, recruitment, selection, performance evaluation, career development and training, compensation and benefits and the role of the professional personnel manager.

Prerequisite(s): second-year standing and one of BUSI 2101, BUSI 2702 or BUSI 3602.

Lectures three hours a week.

BUSI 3103 [0.5 credit]**Introduction to Organization Theory**

Macro-organization theory. Structuring of organizations in a complex global economy. Effects of the external environment, technology, culture and organizational goals on the structure, processes and effectiveness of the organization.

Precludes additional credit for BUSI 3602.

Prerequisite(s): second-year standing, and BUSI 2101 or BUSI 2702.

Lectures three hours a week.

BUSI 3104 [0.5 credit]**Managing Individual Performance**

Managing the performance of self and others. Topics include self awareness, motivation, leadership, communication, diversity, and creativity. Extensive use is made of self-assessments and experiential learning.

Prerequisite(s): Registration in B.Com. and BUSI 2101 with a grade of C or higher.

Lectures three hours a week.

BUSI 3105 [0.5 credit]**Managing and Motivating Teams**

Principles of working in and managing teams. Topics include self-awareness, team formation, team development, team dynamics, team leadership and team motivation.

Prerequisite(s): Registration in B.Com and BUSI 2101 with a grade of C or higher.

Lectures three hours a week.

BUSI 3106 [0.5 credit]**Managing Conflict and Negotiation**

Analysis of the sources and forms of conflict and effective approaches to managing conflict. Exploration of the effectiveness of various strategies of negotiations.

Prerequisite(s): BUSI 2101 or BUSI 2702 with a grade of C- or higher. .

Lecture three hours a week.

BUSI 3117 [0.5 credit]**Developing Creative Thinking**

Increases student skills in areas beyond technical expertise, with a focus on the importance of fluidity, risk taking, and idea generation. Emphasis on creativity as a process, with exposure to various techniques and concepts including Design Thinking at multiple levels (individual, group, organization).

Prerequisite(s): third-year standing and BUSI 2101 or BUSI 2702 with a grade of C- or higher, or permission of the school.

Lecture three hours a week.

BUSI 3119 [0.5 credit]**Business and Environmental Sustainability**

Analysis and exploration of various ways organizations can address sustainability of the natural environment.

Prerequisite(s): third-year standing and BUSI 3103 or BUSI 2702 with a grade of C- or higher.

Lecture three hours a week.

BUSI 3204 [0.5 credit]**Marketing: New Tools and Approaches**

Introduction and assessment of key new marketing tools and approaches, including internet marketing, relationship marketing, direct marketing; effective adoption and implementation of these tools and approaches across industries and organizations.

Prerequisite(s): third-year standing, and BUSI 2204 or BUSI 2208 with a grade of C- or higher.

Lectures three hours a week.

BUSI 3205 [0.5 credit]**Marketing Communications**

Promotion as communication process and marketing tool. Integrating advertising, direct/digital marketing, interactive media, sales promotion, public relations, personal selling through strategic planning (research, budgeting, organizing, creative and media strategy), execution, and campaign evaluation. Regulatory, ethical, social issues considerations.

Prerequisite(s): BUSI 2208 or BUSI 2204 with a grade of C- or higher.

Lectures three hours a week.

BUSI 3207 [0.5 credit]**Marketing Research**

Concepts essential for understanding and conducting applied marketing research. Methods for collecting, analyzing, and interpreting data relevant to marketing decision-making. Experience in research techniques through case studies, exercises and project.

Precludes additional credit for BUSI 3100.

Prerequisite(s): BUSI 2204 or BUSI 2208 with a grade of C or higher; STAT 2607 with a grade of C- or higher.

Lectures three hours a week.

BUSI 3208 [0.5 credit]**Business-to-Business Marketing**

Theories and practice of marketing in business-to-business markets with emphasis on high technology businesses, including strategic marketing management, buyer behaviour and competitive analysis, sales management, new product management, and international issues.

Prerequisite(s): third-year standing and BUSI 2204 or BUSI 2208 with a grade of C- or higher.

Lectures three hours a week.

BUSI 3301 [0.5 credit]**Supply Chain Fundamentals**

Managing networks of organizations from suppliers to end-users. Planning and coordination of all activities involved in procurement, conversion, and logistics in the global environment.

Precludes additional credit for BUSI 4303 (no longer offered).

Prerequisite(s): second-year standing; BUSI 2301 or BUSI 3300 (no longer offered), with a grade of C or higher each and STAT 2606 with a grade of C- or higher.

Lecture three hours a week; tutorials as needed.

BUSI 3305 [0.5 credit]**Logistics and Transportation**

Overview of logistics and transportation concepts, their roles in creating overall supply chain value. Strategic management and integration on the global basis of core activities, functions, and processes; network design and planning, performance metrics, recent trends in logistics and transportation.

Prerequisite(s): third-year standing; BUSI 3301 with a C-grade or higher.

Lecture three hours a week, tutorials as needed.

BUSI 3308 [0.5 credit]**Simulation Methods in Business**

Concepts of computer simulation through case studies, worked examples and hands-on project experience.

Generation of random variables, input modeling, model design, analysis of output, and experimental design.

Emphasizes static simulations with spreadsheets and discrete-event simulations with specialized software.

Prerequisite(s): BUSI 2300 with a grade of C or higher and one of ECON 2202 or STAT 2607 with a grade of C- or higher.

Lectures: three hours a week.

BUSI 3309 [0.5 credit]**Project Management**

Identification, selection, initiation, and organization of projects; risk assessment; project scheduling, performance monitoring and control, and termination. Emphases on foundations, principles and supporting techniques.

Precludes additional credit for BUSI 4308

Prerequisite(s): third-year standing, BUSI 2301 and STAT 2606.

Lecture three hours a week, tutorials as needed.

BUSI 3400 [0.5 credit]**Data and Information Management**

Information management, database administration, Entity-Relationship Model, database development life cycle: planning, analysis, design, implementation, and maintenance of database management systems. Construction of a database. Introduction to SQL, distributed databases, object-oriented databases, and data warehousing.

Precludes additional credit for COMP 3005.

Prerequisite(s): BUSI 2400 with a grade of C or higher.

Lectures three hours, tutorials one hour a week.

BUSI 3401 [0.5 credit]**Applications Development for Online Environments**

Analysis, design and implementation of electronic business systems. Topics include advanced object-oriented programming, advanced SQL programming, XML, using ASP.NET, MTS and SQL Server.

Precludes additional credit for BUSI 4401 (no longer offered).

Prerequisite(s): BUSI 2402 and BUSI 3400, or COMP 1002 and COMP 3005 (with a grade of C- or higher in each).

Lectures three hours a week.

BUSI 3402 [0.5 credit]**Systems Analysis and Design**

Methods of analysis of computer-based information systems. The systems development life cycle, planning, analysis, design, implementation and maintenance. Structured and object-oriented methods will be used. Use of a CASE tool.

Precludes additional credit for SYSC 3100, BUSI 3403 (no longer offered) and BUSI 3404 (no longer offered).

Prerequisite(s): one of BUSI 2400, COMP 2004, COMP 2404, or SYSC 2004 (with a grade of C or higher).

Lectures three hours and tutorials one hour a week.

BUSI 3405 [0.5 credit]**Enterprise Architecture**

Exploration of the significance of cross-functional business processes in the context of e-business transformation. Includes process analysis and modeling techniques.

Also considers the application of enterprise resource planning systems, workflow technologies, intranets, and extranets to facilitate process flows inside and outside the organization.

Prerequisite(s): BUSI 2400 and BUSI 3103 with a grade of C- or higher.

Lectures three hours a week.

BUSI 3500 [0.5 credit]**Applied Corporate Finance**

An examination of the major issues in corporate finance and applied financial management. Topics include: introduction to portfolio theory, the capital asset pricing model, cost of capital, capital structure and dividend policy, lease financing, capital budgeting under uncertainty, mergers and consolidations.

Prerequisite(s): BUSI 2504 and BUSI 2505 with a grade of C+ or higher in each, ECON 2020 and STAT 2607 with a grade of C- or higher in each.

Lectures three hours a week.

BUSI 3502 [0.5 credit]**Investments**

Procedures and methods of investment analysis. Stock and bond markets. Government regulation of securities markets. Valuation of common stocks and fixed income securities. Options, warrants, convertibles and commodities.

Prerequisite(s): BUSI 2504 and BUSI 2505 with a grade of C+ or higher in each and STAT 2607 with a grade of C- or higher.

Lectures three hours a week.

BUSI 3512 [0.5 credit]**Derivatives**

Derivative instruments and their use for speculation and hedging. Analysis of different markets where instruments trade, and their characteristics. Pricing models highlighted to determine how individuals and corporations can better manage risk; exotics and newer innovations.

Prerequisite(s): BUSI 2504 and BUSI 2505 with a grade of C+ or higher in each and STAT 2607 with a grade of C- or higher.

Lecture three hours a week

BUSI 3600 [0.5 credit]**Entrepreneurial Strategies**

Within the changing environment, an examination of entrepreneurial strategies related to different functional areas for new ventures and small businesses.

Prerequisite(s): BUSI 2800 with a grade of C- or higher and second year standing.

Lectures three hours a week.

BUSI 3601 [0.5 credit]**Business and its Environment**

Dynamic conditions influencing Canadian business, its organization, management and operations: consumerism and other social groups, technological developments, economic conditions, politico-governmental actions and legislation and contemporary issues such as ecology and pollution.

Prerequisite(s): ECON 1000 and BUSI 3103 with a grade of C- or higher in each.

Lectures three hours a week.

BUSI 3602 [0.5 credit]**Designing Organizational Systems: An Overview**

Key models and theories of organizational strategy, structure, processes, effectiveness, and individual and group behavior in organizations. Organizational structure, goals, and effectiveness; leadership, motivation and job design.

Precludes additional credit for BUSI 2101 or BUSI 3103. B.P.A.P.M. students with a Minor in Business may count this course as a substitute for BUSI 2101.

Prerequisite(s): third-year standing in the B.P.A.P.M. program.

BUSI 3700 [0.5 credit]**Cross-cultural Communication**

Principles of communication across cultural boundaries are applied to both interpersonal and commercial interactions. Critical incidents and commentary are analyzed. Students submit periodic reports, evaluated by the instructor at Carleton.

Prerequisite(s): restricted to Business students who are participating in an academic exchange of at least one semester.

BUSI 3703 [0.5 credit]**International and Comparative Management**

Focus on managing large organizations spanning national boundaries, including both domestic firms with international markets and multinational corporations. Difficulties of maintaining communication and control in international operations in disparate cultural settings.

Prerequisite(s): second-year standing and BUSI 2101 with a grade of C or higher.

Lectures three hours a week.

BUSI 3704 [0.5 credit]**The Environment of International Business**

Theories linking environmental factors and business strategy as a basis for study of some major factors and institutions shaping international business strategy.

International trade patterns, regionalization, shifts in international finance, research and development and transnational data flows.

Prerequisite(s): third-year standing, and BUSI 2101 or BUSI 2702 with a grade of C or higher and ECON 1000 with a grade of C- or higher in each.

Lectures three hours a week.

BUSI 3705 [0.5 credit]**International Buyer Behaviour**

Behaviour of end-consumers, business and government buyers, and investors in the international context. National, cross-national, and subnational segments and behaviour differences. Adaptation vs. standardisation strategies in the context of socio-psychological, legal, technological, international procurement rules, and other constraints and opportunities.

Prerequisite(s): third-year standing in B.Com. or B.I.B., BUSI 2204 or BUSI 2208, and BUSI 2702 or BUSI 3703.

Lectures three hours a week.

BUSI 3706 [0.5 credit]**International Business Negotiations**

Introduction to theory and practice of negotiation in the international business context. Analysis of techniques of conflict resolution and improving ways to reach agreements.

Prerequisite(s): second-year standing and BUSI 2701 or BUSI 2702 with a grade of C- or higher in each.

Lectures three hours a week.

BUSI 3800 [0.5 credit]**Business Case Analysis**

Analysis, solution and presentation of complex business issues through cases.

Prerequisite(s): minimum 7.0 Major CGPA in B.Com. or B.I.B. and permission of the School.

BUSI 3810 [0.5 credit]**Business Development**

Business development, growth and expansion through financing activities and new customer acquisition.

Prerequisite(s): BUSI 1003 or (BUSI 1001 and BUSI 1002) or (BUSI 1004 and BUSI 1005), and (BUSI 2204 or BUSI 2208) and BUSI 2800 and BUSI 3600 (may be taken concurrently) with a grade of C- or higher in each.

BUSI 3820 [0.5 credit]**Practicum in Business Design**

Students will apply entrepreneurial concepts and engage in designing an entrepreneurial project. Students will prepare in groups a business plan, including in-depth analysis and recommendations.

Prerequisite(s): BUSI 2101 and BUSI 3810 with a grade of C- or higher in each, and third-year standing.

Lecture and field work as needed.

BUSI 3901 [0.5 credit]**Co-operative Work Term Report 1**

A comprehensive report is due on the lessons learned in the first work term.

Prerequisite(s): registration in the Co-op Education Option of the Bachelor of Commerce program and permission of the School of Business.

BUSI 3902 [0.5 credit]**Co-operative Work Term Report 2**

A comprehensive report is due on the lessons learned in the second work term.

Prerequisite(s): registration in the Co-op Education Option of the Bachelor of Commerce program, successful completion of BUSI 3901 and permission of the School of Business.

BUSI 3903 [0.5 credit]**Co-operative Work Term Report 3**

A comprehensive report is due on the lessons learned in the third work term.

Prerequisite(s): registration in the Co-op Education Option of the Bachelor of Commerce program, successful completion of BUSI 3902 and permission of the School of Business.

BUSI 3904 [0.5 credit]**Co-operative Work Term Report 4**

A comprehensive report is due on the lessons learned in the fourth work term.

Prerequisite(s): registration in the Co-op Education Option of the Bachelor of Commerce program, successful completion of BUSI 3903 and permission of the School.

BUSI 3905 [0.5 credit]**Co-operative Work Term Report 5**

A comprehensive report is due on the lessons learned in the fifth work term.

Prerequisite(s): registration in the Co-op Education Option of the Bachelor of Commerce program, successful completion of BUSI 3904 and permission of the School of Business.

BUSI 4000 [0.5 credit]**Accounting Theory**

Evolution of accounting theory with emphasis on concepts of income and current issues.

Prerequisite(s): BUSI 2002, BUSI 2504, and one of ECON 2202 or STAT 2607 with a grade of C- or higher in each. Lectures three hours a week.

BUSI 4002 [0.5 credit]**Advanced Accounting Problems**

Discussion, analysis, and integration of accounting, auditing, and income tax issues and problems encountered in professional practice. This course builds upon and integrates the knowledge and skills developed in preceding courses.

Prerequisite(s): fourth-year standing and BUSI 2002 with a grade of C- or higher. Lectures three hours a week.

BUSI 4005 [0.5 credit]**Taxation II**

An intensive review of federal income tax laws and regulations as significant elements in the planning and decision making process of taxable Canadian corporations. Emphasis on the tax planning function of corporate management and the associated accounting and reporting aspects.

Precludes additional credit for BUSI 2005.

Prerequisite(s): BUSI 3005 with a grade of C- or higher. Lectures three hours a week.

BUSI 4008 [0.5 credit]**Advanced Management Accounting and Control**

Builds on concepts covered in management and cost accounting courses. Integrates relevant issues from other functional areas: strategic uses of cost management, budgeting, and performance evaluation systems in managerial planning and control.

Prerequisite(s): BUSI 3008 with a grade of C- or higher. Lectures three hours a week.

BUSI 4009 [0.5 credit]**Auditing II**

The audit of advanced EDP systems, computer-assisted audit techniques and applications of sampling theory to auditing. Current topics will be discussed.

Prerequisite(s): BUSI 2400 or COMP 1008, and BUSI 3007 with a grade of C- or higher in each. Lectures three hours a week.

BUSI 4104 [0.5 credit]**Strategic Human Resources Management**

Systems, strategies and practices used to effectively leverage human capital in organizations. How to think strategically about managing human assets, and what must be done to successfully implement these systems, strategies and practices.

Prerequisite(s): BUSI 3102 and BUSI 3103 (with a grade of C- or higher in each). Lecture three hours per week and field work as needed.

BUSI 4105 [0.5 credit]**Managing Change**

An overview of current thinking about change management. Topics covered include understanding the forces for and barriers to change, diagnosing the environment around change and implementing change.

Prerequisite(s): third-year standing and BUSI 2101 with a grade of C- or higher. Lectures three hours a week.

BUSI 4108 [0.5 credit]**Organizational Learning**

Contemporary training and development challenges facing individuals, organizations, and communities and the role of information technology in enhancing individual and collective skills development, capabilities, core competencies, intellectual capital and competitiveness.

Prerequisite(s): BUSI 3103 with a grade of C- or higher. Lectures three hours a week.

BUSI 4111 [1.0 credit]**Training and Development**

Emphasizes contingency approach to training and development; relevant to organizations of all sizes and resource capacities. Effective training and development is conceptualized as a process that integrates extensive front and back-end planning, implementation, and evaluation activities.

Prerequisite(s): Fourth-year standing in B.Com. and BUSI 3104 with a grade of C or higher and permission of the School.

Lecture three hours weekly, 1.5 hour weekly laboratory session.

BUSI 4112 [0.5 credit]**Organizational Leadership**

Critical examination of theories of leadership and trends in contemporary research; discussion of practical methods for building leadership capacity.

Prerequisite(s): third-year standing and BUSI 2101 or BUSI 2702 with a grade of C- or higher.

Lecture and field work as needed.

BUSI 4119 [0.5 credit]**Practicum in Management**

Students work on real organizational problems. This experience will allow students to integrate and apply the material learned in previous courses and learn how to manage client relationships.

Prerequisite(s): fourth-year standing in B.Com. or B.I.B. and BUSI 3103, BUSI 3104, BUSI 3105, and BUSI 3106 with a grade of C+ or higher in each.

BUSI 4203 [0.5 credit]**Marketing In Not-for-Profit Organizations**

Theories and practices of marketing in not-for-profit organizations including government. Similarities and differences between marketing in not-for-profit and for-profit organizations, and the key issues faced by marketers in developing marketing strategies in not-for-profit organizations.

Prerequisite(s): third-year standing and BUSI 2204 or BUSI 2208 with a grade of C- or higher.

Lectures three hours a week.

BUSI 4205 [0.5 credit]**International Marketing**

The marketing function in international markets from a managerial perspective. Environments of foreign markets in relation to the marketing management functions of product, price, distribution and communication strategy and marketing research. International expansion methods, joint ventures and other business alliances, and international marketing.

Prerequisite(s): third-year standing and BUSI 2204 or BUSI 2208 with a grade of C- or higher.

Lectures three hours a week.

BUSI 4206 [1.0 credit]**Consumer Behaviour**

Traditional socio-psychological theories of consumer behaviour. Current literature and the fundamental theories and concepts from various disciplines. Motivation, personality, perception, learning, communication of innovations, attitude theory, role theory, lifestyle analysis, consumerism.

Prerequisite(s): third-year standing, and BUSI 2204 or BUSI 2208 with a grade of C or higher.

Lectures three hours a week.

BUSI 4208 [0.5 credit]**Marketing Management**

In depth analysis and applications of the managerial aspects of marketing. Marketing strategy development and implementation theory and practice.

Prerequisite(s): BUSI 2208 and one of BUSI 3205 or BUSI 3207 with a grade of C or higher in each.

Lectures three hours a week.

BUSI 4301 [0.5 credit]**Decision Models for Managers**

Management science concepts for decision-making with less risk and better outcomes. Emphasis on practical applications in the context of SCM. Model formulation and solving, solutions interpretation and managerial insights. Role of management science in achieving sustainable competitive advantage.

Precludes additional credit for BUSI 2300, ECON 4005

Prerequisite(s): third-year standing and BUSI 2301 (with a grade of C- or higher).

Lectures three hours a week.

BUSI 4302 [0.5 credit]**Management of Quality**

Quality concepts and methods surrounding the definition, mapping, implementation, improvement of business processes in organizations and global supply chains.

Prerequisite(s): third-year standing, BUSI 2301 and STAT 2606 with a grade of C- or higher in each.

Lectures three hours a week.

BUSI 4304 [0.5 credit]**Procurement and Contracting**

Core supply chain procurement processes in the private and public sectors involved in the acquisition of goods and services, including sourcing, purchasing, contracting, supplier collaboration and relationship development and management. Emphasis on concepts, principles, practices, and techniques.

Prerequisite(s): third-year standing; BUSI 3305 with a C-grade or higher.

Lecture three hours a week.

BUSI 4309 [0.5 credit]**Practicum in Supply Chain Management**

Students engage in supply chain management projects for outside clients, perform a systematic audit of the current performance and identify ways in which performance can be improved. The projects provide a thorough in-depth analysis and recommendations.

Prerequisite(s): fourth-year standing and permission of the School.

Lecture and field work/trip as needed.

BUSI 4400 [0.5 credit]**IS Strategy, Management and Acquisition**

Comprehensive treatment of current trends and management issues associated with information systems within organizations of local, national and international scope. Issues and techniques of information systems planning, administration, resource management and new technology adoption. Case studies are used.

Prerequisite(s): fourth-year standing, BUSI 2400 and BUSI 3103 with a grade of C- or higher in each.

Lectures three hours a week.

BUSI 4402 [0.5 credit]**Information Systems Practicum**

Students form teams to design and implement a typical business information system. Projects are drawn from actual problems suggested by local business and institutions.

Prerequisite(s): fourth-year standing and BUSI 3402 with a grade of C- or higher.

Lectures three hours a week.

BUSI 4404 [0.5 credit]**IT Infrastructure**

Challenges and issues managers face in assembling the infrastructure for IT service delivery. IT Service levels, data communications, networks (LAN, MAN, WAN, wireless), internetworking, SOA, web services, SaaS, server and storage virtualization, network security, business continuity and disaster recovery.

Prerequisite(s): third-year standing and BUSI 2400 with a grade of C- or higher.

Lectures three hours a week.

BUSI 4406 [0.5 credit]**Decision Making and Support Systems**

Framework, processes and technology components for building decision support systems. Planning and organizing for DSS, system design and integrating DSS into the organization. Group support systems, expert systems and artificial intelligence, data warehousing and mining. High-level Modeling languages are used.

Prerequisite(s): fourth-year standing and BUSI 2400 with a grade of C or higher.

Lectures three hours a week.

BUSI 4431 [0.5 credit]**E-Supply Chain Technology and Management**

The strategic and operational issues of SCM driven by information and communication technologies (ICT). Internet-enabled technology to support the SCM processes both within the firm and across the supply chain in sourcing, producing and delivering.

Prerequisite(s): third year standing and BUSI 2400 and BUSI 3305 with a grade of C- or higher in each.

Lecture three hours a week and tutorial one hour a week.

BUSI 4500 [0.5 credit]**Advanced Corporate Finance**

An in-depth examination of some of the major theoretical issues in corporate finance. This course requires analyses and presentations of both articles from the finance literature and case studies.

Also listed as ECON 4500.

Prerequisite(s): BUSI 3500, BUSI 3502, BUSI 3512 with a grade of C- or higher in each.

Lectures three hours a week.

BUSI 4502 [0.5 credit]**Portfolio Management**

Analysis of investment requirements for individuals and institutional investors: liquidity, risk and return; portfolio design, construction, management and control; performance measurement; capital market theory.

Also listed as ECON 4502.

Prerequisite(s): BUSI 3500, BUSI 3502 and BUSI 3512 with a grade of C- or higher in each.

Lectures three hours a week.

BUSI 4504 [0.5 credit]**International Finance**

Management of corporate finance as it is affected by the requirements of international business. Issues related to international acquisitions, global investments, volatile exchange rates and hedging techniques. Role of international markets in financing corporate activity.

Prerequisite(s): BUSI 3500, BUSI 3502, BUSI 3512 with a grade of C- or higher in each.

BUSI 4510 [0.5 credit]**Mergers and Acquisitions**

The theory and practice of mergers and acquisitions; the best ways to analyze, design and implement mergers and acquisitions transactions. A highly practical "planning-based approach" to managing the acquisition process will be employed.

Prerequisite(s): BUSI 3500 and BUSI 3502 with a grade of C- or higher in each.

Lectures three hours per week.

BUSI 4511 [0.5 credit]**Fixed Income Analysis**

Valuation of fixed income securities and interest rate derivatives including bonds, mortgage- and asset-based securities. Analytic tools used in bond portfolio and interest rate risk management including yield curve construction, duration and convexity, and term structure models.

Prerequisite(s): BUSI 3500 and BUSI 3502 with a grade of C- or higher in each.

Lectures three hours per week.

BUSI 4600 [0.5 credit]**Entrepreneurial Culture**

Topics may include Social Entrepreneurship and/or Social Enterprises, High Growth Business, Family Business, Intrapreneurship, Entrepreneurial Finance and Entrepreneurial Marketing. Eligibility for this course to serve as an option for concentrations to be established by the School. Case studies, guest speakers, and independent student research.

Prerequisite(s): BUSI 2800 with a grade of C- or higher, third-year standing and permission of the School of Business.

Lectures three hours a week.

BUSI 4601 [0.5 credit]**Business Ethics**

Use of ethical reasoning to analyze business decisions. The ethical content of these decisions. The role of ethics in business situations. Practice in ethical reasoning. Major ethical systems.

Precludes additional credit for BUSI 4705.

Prerequisite(s): fourth-year standing in B.Com.

Lectures three hours a week.

BUSI 4602 [0.5 credit]**Women in Management**

Organizational and personal challenges arising from changing gender roles and the increased participation of women in management and professional organizational roles.

Also listed as WGST 4815.

Prerequisite(s): third-year standing, and one of: (BUSI 2101 and BUSI 3103) or WOMN 1808 [1.0] with a grade of C- or higher in each.

Lectures three hours a week.

BUSI 4604 [0.5 credit]**European Integration and the Business Environment in East/Central Europe**

The economic and legal environment for business in Central and Eastern Europe in the context of European integration. Regulatory structures, patterns of foreign trade, market characteristics, scientific and technological base and business culture.

Also listed as EURR 4006.

Prerequisite(s): fourth-year standing and ECON 3808, PSCI 3207, or BUSI 3601 or permission of the Institute.

Seminar three hours a week.

BUSI 4607 [0.5 credit]**Management of Technology and Innovation**

Integration of technology and strategy; design of technological strategy; development of new business around new technology; and management of corporate research and development, including pre-competitive consortia.

Prerequisite(s): third-year standing, and BUSI 2204 or BUSI 2208, and BUSI 3103 with a grade of C- or higher in each.

Lectures three hours a week.

BUSI 4608 [0.5 credit]**Canadian Business History**

The place of business in Canadian society, economics and politics. The internal dynamics of Canadian business (organization, strategy, the rise of the manager), and its external implications (competition, foreign investment, business- government relations).

Also listed as HIST 3205.

Prerequisite(s): fourth-year standing in B.Com. or B.I.B.

Lectures three hours a week.

BUSI 4609 [0.5 credit]**Strategic Management**

Analysis and evaluation of the organization's corporate and business strategies; integration and synthesis of knowledge acquired in the program by application of acquired functional skills to strategic decision making. Precludes additional credit for BUSI 4709.

Prerequisite(s): fourth-year standing in B.Com. and successful completion of all 2000- and 3000- level courses in the Major requirement.

Lectures three hours a week.

BUSI 4705 [0.5 credit]**Ethics and Cross-cultural Interaction**

Perceptions and behaviors that characterize interactions among individuals from various cultural backgrounds, with emphasis on ethical issues that may arise when business crosses cultural boundaries. Various systems, both organizational and individual, for dealing with contrasting expectations are discussed.

Precludes additional credit for BUSI 4601.

Prerequisite(s): fourth-year standing in B. Com. (International Business Concentration) or B.I.B., and BUSI 2702 or BUSI 3703.

Lectures three hours a week.

BUSI 4706 [0.5 credit]**International Human Resource Management**

Theoretical and process issues in the recruitment, selection, training, evaluation and repatriation of personnel in multi-country organizations. Issues are examined from the perspective of organizations, expatriates and local employees of multinational firms.

Prerequisite(s): third-year standing in B.Com.

(International Business Concentration) or B.I.B., and BUSI 3102, and one of BUSI 2702 or BUSI 3703.

Lectures three hours a week.

BUSI 4707 [0.5 credit]**Regionalism and Globalization**

Trends in globalization versus supra- and sub-national regionalism. Role of international institutions (e.g. OECD, WTO). Strategy adaptation and integration within and across trade blocs (e.g. NAFTA, EU, Mercosur, ASEAN). Strategies for sub-national markets with similarities across different countries.

Prerequisite(s): third-year standing in B.Com. or B.I.B., and BUSI 3703 or BUSI 2702.

Lectures three hours a week.

BUSI 4708 [0.5 credit]**International Expansion and Operations**

Internationalization process. Methods of international expansion including exporting, greenfield investment, acquisition, joint venture, and licensing. Theories of international market selection, investment location, and market service.

Prerequisite(s): fourth-year standing in B.Com. or B.I.B., and BUSI 2702 or BUSI 3703.

Lectures three hours a week.

BUSI 4709 [0.5 credit]**Strategic Management for International Business**

Analysis and evaluation of the organization's global and national strategies. Emphasis on firms' market-entry strategies and on the unique problems of managing in distant and different cultures.

Precludes additional credit for BUSI 4609.

Prerequisite(s): fourth-year standing in B.Com. (International Business Concentration) or B.I.B., and successful completion of all 2000- and 3000-level courses in the Major requirement.

Lectures three hours a week.

BUSI 4717 [0.5 credit]**Managing Globalization in Emerging Economies**

Critical examination of the managerial and institutional issues of globalization from the perspectives of emerging economies. Indigenous and international institutions' role in the evolution of a competitive and inclusive global economy and society. Discerning lessons of experience for newly globalizing societies.

Preclude additional credit for BUSI 4902 (taken in the academic year of 2002-2003, 2003-2004, and 2004-2005).

Prerequisite(s): fourth year standing in B.Com, BIB, or Minor in Business; ECON 1000.

Lectures three hours a week.

BUSI 4810 [0.5 credit]**Practicum in Business Creation**

Students apply concepts and engage in groups to implement the design of an entrepreneurship project per their business plan developed in BUSI 3820. The projects provide opportunities for experiential learning. Graded as Sat/Uns.

Prerequisite(s): BUSI 3820 and permission of the School of Business.

Lecture and field work as needed, over two terms.

BUSI 4900 [0.5 credit]**Auditing III**

The fundamental role of auditing and the issues and challenges facing the profession such as comprehensive auditing and auditing small businesses and non-profit organizations. Integration of topics from this course and its prerequisites is accomplished primarily through applications problems.

Prerequisite(s): BUSI 3007 with a grade of C- or higher.

Lectures three hours a week.

BUSI 4901 [0.5 credit]**Topics in Management Studies I**

A selected topics course may be offered. Eligibility for this course to serve as an option for specific concentrations is to be established by the School.

Prerequisite(s): permission of the School of Business.

BUSI 4902 [0.5 credit]**Topics in Management Studies II**

A selected topics course in a concentration area that may be offered. Eligibility for this course to serve as an option for a specific concentration is to be established by the School.

Prerequisite(s): permission of the School of Business.

BUSI 4904 [1.0 credit]**Directed Studies I**

This course provides provide qualified students with the opportunity of carrying out a major research project under the supervision of a faculty member. Students should inquire about procedures for Directed Studies, and about the possibility of counting this credit toward a specified concentration's requirements, in advance of the term in which they intend to register for the course.

Prerequisite(s): fourth-year standing in B.Com. or B.I.B. and a major CGPA of 10.00 or higher and permission of the School of Business.

BUSI 4905 [0.5 credit]**Directed Studies II**

This course provides qualified students with the opportunity of carrying out a minor (one-term) research project under the supervision of a faculty member. Students should inquire about procedures for Directed Studies, and about the possibility of counting this credit toward a specified concentration's requirements, in advance of the term in which they intend to register for the course.

Prerequisite(s): fourth-year standing in B.Com. or B.I.B. and a Major CGPA of 10.00 or higher and permission of the School of Business.

Summer session: some of the courses listed in this Calendar are offered during the summer. Hours and scheduling for summer session courses will differ significantly from those reported in the fall/winter Calendar. To determine the scheduling and hours for summer session classes, consult the class schedule at central.carleton.ca

Not all courses listed are offered in a given year. For an up-to-date statement of course offerings for the current

session and to determine the term of offering, consult the class schedule at central.carleton.ca