

Business

- **Master of Accounting**
- **Master of Business Administration**
- **Master of Business Administration with Specialization in African Studies**
- **Master of Business Administration with Concentration in International Development Management and Specialization in African Studies**
- **Ph.D. Management**

Master of Accounting

About the Program

The Sprott M.Acc. is a post-graduate degree designed for those students wanting to pursue a Chartered Professional Accountant (CPA) designation. Students graduating from the M.Acc. will be exempt from the CPA Canada Professional Education Program (PEP) and will proceed directly to the CPA Canada Common Final Examination.

The M.Acc. program is designed to be completed on a full-time basis over four terms (16 months), with a minimum of three terms of registration, normally summer, fall, summer. Students would take 2.5 credits in the first summer, complete a 1.0 credit internship and 0.5 credits of course work in the fall of year one, and the remainder of the program in the second summer. Students would then be prepared to write the CPA Canada Common Final Examination in the fall of the second year.

Instructors in the Sprott M.Acc. program have significant professional accounting experience. The courses and course pedagogy are highly applied with a heavy use of case studies.

Academic Regulations

See the General Regulations section of this Calendar.

Academic Standing: A grade of B- or better is normally required in each credit counted towards the degree. However, a candidate may, with the recommendation of the School and the approval of the Dean of the Faculty of Graduate and Postdoctoral Affairs, be allowed to count a grade of C+ in 0.75 credits.

Withdrawal from the program will be required if an M.Acc. student:

- Receives a grade of lower than B- in 1.25 credits or more, or
- Fails to achieve a weighted GPA of 7.0 after completing 2.0 credits of study, or to maintain it, or
- Receives a grade lower than C+ in the same course more than once.

Admission Requirements

Applicants are expected to hold an Honours Bachelor's degree or equivalent, with a minimum overall average of B; demonstrated coverage of the CPA Competency Map at the 'Entry' level, and a minimum grade of C- in each of the prerequisite courses (courses that meet the Entry level requirements of the CPA Competency Map)

with a minimum overall average of B+ in the prerequisite courses.

Proficiency in English is necessary to pursue graduate studies at Carleton University. See Section 3.6 of the General Regulations of this Calendar for English proficiency rules.

Program Requirements

Students admitted as full-time students must normally complete their degree requirements within four terms after the date of initial registration.

The program consists of the following courses:

M. Acc. (6.0 credits)

1. 4.75 credits in compulsory courses:	4.75
ACCT 5120 [0.5]	Advanced Concepts I
ACCT 5121 [0.5]	Advanced Concepts II
ACCT 5123 [0.5]	Advanced Taxation
ACCT 5125 [0.5]	Advanced Assurance
ACCT 5127 [0.25]	Management Consulting
ACCT 5129 [0.25]	Professional Accounting Cases I
ACCT 5130 [0.5]	Advanced Finance
ACCT 5131 [0.5]	Performance Management
ACCT 5133 [0.5]	Advanced Integration I
ACCT 5135 [0.5]	Advanced Integration II
ACCT 5137 [0.25]	Professional Accounting Cases II
2. 0.25 credit in M.B.A. Elective course (to be selected from list below)	0.25
3. 1.0 credit in:	1.0
ACCT 5199 [1.0]	Internship
Total Credits	6.0

M.B.A. Elective Courses for M.Acc. Students

ACCT 5013 [0.25]	Financial Reporting and Control in Public Organizations
FINA 5514 [0.25]	International Finance
IBUS 5711 [0.25]	International Marketing and Trade
IBUS 5712 [0.25]	Business and Government in Emerging Economies
IBUS 5713 [0.25]	Doing Business in the United States
IBUS 5714 [0.25]	Buyer Behaviour in International Markets
IBUS 5715 [0.25]	Foreign Markets: Selection, Assessment and Entry Strategies
IBUS 5716 [0.25]	Management of International Business
IBUS 5721 [0.25]	Regional and Global Business Strategies Concentration Integration
ITIS 5401 [0.25]	Fundamentals of IT Service Management
ITIS 5403 [0.25]	ICT for Development
MGMT 5111 [0.25]	Conflict and Negotiation
MGMT 5112 [0.25]	Power and Influence
MGMT 5113 [0.25]	Managing Teams
MGMT 5114 [0.25]	Managing Diversity
MGMT 5115 [0.25]	Leadership

MGMT 5116 [0.25]	Managing Performance
MGMT 5117 [0.25]	Knowledge Management
TOMS 5303 [0.25]	Managing Projects

Master of Business Administration

About the Program

The Sprott MBA is a professional degree designed for those who would like to develop their expertise and improve their management knowledge and skills. The Sprott MBA is market driven and currently focuses in the areas of financial management, international business, international development management, management accounting, management and change, and technology management. The MBA program consists of a set of integrated core courses with the opportunity to develop expertise in one or more of our concentrations.

The MBA is an 8.5 credit program. Applicants with a four year undergraduate degree in business from a recognized Canadian University, or equivalent, can apply to follow the 6.0 credit Accelerated stream.

The MBA can be completed on a full time or part time basis. Some courses in the International Development Management concentration and some elective courses may be offered only in the daytime. Candidates with less than two years of relevant professional employment experience must complete a mandatory internship. Professional employment experience must be verified by the School. Further details are available at sprott.carleton.ca/mba

Instructors in the Sprott MBA have significant management or consulting experience outside the university. The courses and course pedagogy are highly applied, using case studies of actual corporations and industries. While working within small teams, the emphasis is on the diagnosis of problems, identification of strategic options and solutions.

Academic Regulations

See the General Regulations section of this Calendar.

Academic Standing: a grade of B- or better is normally required in each credit counted towards the degree. However, a candidate may, with the recommendation of the School and the approval of the Dean of the Faculty of Graduate and Postdoctoral Affairs, be allowed to count a grade of C+ in 0.75 credits.

Withdrawal from the program will be required if an MBA student::

- Receives a grade of lower than B- in 1.25 credits or more, or
- Fails to achieve a weighted GPA of 7.0 after completing 2.0 credits of study, or to maintain it, or
- Receives a grade lower than C+ in the same course more than once.

Admission Requirements

Applicable to both MBA (8.5 credits) and MBA – Accelerated Stream (6.0 credits)

- Applicants are expected to hold an Honours bachelor's degree or equivalent, with a minimum overall average of B.
- The Sprott School requires that all applicants submit a GMAT (Graduate Management Admission Test) with a minimum score of 550 or an equivalent GRE (Graduate Record Exam) score. To calculate your equivalent GRE score, you can use the GRE Comparison Table for Business Schools
- Proficiency in English is necessary to pursue graduate studies at Carleton University. See Section 3.6 of the General Regulations of this Calendar for English proficiency rules.

MBA Accelerated Stream (6.0 credits)

Applicants to the MBA Accelerated stream must meet the following additional criteria:

- Completed, in the past five years, a four-year bachelor's degree in business from a recognized Canadian university, or equivalent; and
- Have a minimum overall average of B+.

Notes:

1. Admission is judged primarily on the applicant's ability to successfully undertake advanced study in management based on his/her work experience and achievement, GMAT score and undergraduate grades. Possession of the minimum admission requirements does not, in itself, guarantee acceptance.
2. As the M.B.A is a professional degree, advanced standing for previous course work is not granted.

Program Requirements

The MBA (8.5 credits) is designed to be completed in a minimum of three terms of full time study (over 16 months) or a minimum of three years of part-time study. The MBA – Accelerated stream (6.0 credits) is designed to be completed in a minimum of two terms of full time study (up to one year) or two years of part time study.

Further details on program timing are provided in the General Regulations section of this Calendar, under Time Limits for Program Completion, Section 13.2.

Courses are 0.25-credit/quarter-credit (six weeks), or 0.5 credit/half-credit, 12 weeks.

Before students take concentration courses, they must have successfully completed the relevant core courses.

Students having less than two (2) years of professional employment experience must successfully complete BUSI 5999 [1.0] Internship in order to graduate. Details and requirements for the internship are available from the School.

Concentrations in the MBA Program

- Financial Management
- International Business
- International Development Management

- Management Accounting (constitutes partial completion of the requirements for the Certified Management Accounting (CMA) designation, by agreement with the Society of Management Accountants of Ontario)
- Management and Change
- Technology Management

M.B.A. Program Structure and Variations

M.B.A. (8.5 credits)

1. 4.25 credits in compulsory core courses	4.25
2. 3.25 credits in elective courses	3.25
3. 1.0 credit in:	1.0
BUSI 5999 [1.0] Internship ¹	
4. 0.0 credit in:	
BUSI 5998 [0.0] MBA Skills Workshop ²	
Total Credits	8.5

M.B.A. with one concentration (8.5 credits)

1. 4.25 credits in compulsory core courses	4.25
2. 2.25 credits in a chosen concentration	2.25
3. 1.0 credit in elective courses	1.0
4. 1.0 credit in: ¹	1.0
BUSI 5999 [1.0] Internship ¹	
5. 0.0 credit in:	0.0
BUSI 5998 [0.0] MBA Skills Workshop ²	
Total Credits	8.5

Variations:

Concentration in Management Accounting (8.5 credits) - available in the part-time stream only

Master of Business Administration with two concentrations (9.75 credits for full-time stream)

1. 4.25 credits in compulsory core courses	4.25
2. 4.5 credits in the concentrations: 2.25 credits in each of two concentrations with the exception of the International Development Management Concentration	4.5
3. 1.0 credit in:	1.0
BUSI 5999 [1.0] Internship ¹	
4. 0.0 credit in:	0.0
BUSI 5998 [0.0] MBA Skills Workshop ²	
Total Credits	9.75

¹ Students with less than two (2) years of professional employment experience must successfully complete BUSI 5999 [1.0] Internship in order to graduate. Students with two or more years work experience may apply for an exemption.

² IDMG courses are not open to students in other concentrations.

³ IDM students may not take electives in other concentration courses.

M.B.A. - Accelerated stream (6.0 credits)

1. 1.75 credits in compulsory core courses ¹	1.75
2. 3.25 credits in elective courses	3.25
3. 1.0 credit in:	1.0
BUSI 5999 [1.0] Internship ²	

4. 0.0 credit in:	0.0
BUSI 5998 [0.0] MBA Skills Workshop	
Total Credits	6.0

M.B.A. - Accelerated stream with one concentration (6.0 credits)

1. 1.75 credits in compulsory core courses ¹	1.75
2. 2.25 credits in a chosen concentration	2.25
3. 1.0 credit in elective courses	1.0
4. 1.0 credit in:	1.0
BUSI 5999 [1.0] Internship	
5. 0.0 credit in:	0.0
BUSI 5998 [0.0] MBA Skills Workshop	
Total Credits	6.0

M.B.A. - Accelerated stream with two concentrations (7.25 credits for full-time stream)

1. 1.75 credits in compulsory core courses ¹	1.75
2. 4.5 credits in the concentrations: 2.25 credits in each of two concentrations with the exception of the International Development Management Concentration	4.5
3. 1.0 credit in:	1.0
BUSI 5999 [1.0] Internship	
4. 0.0 credit in:	0.0
BUSI 5998 [0.0] MBA Skills Workshop	
Total Credits	7.25

¹ The required core courses will be based on previous course work. Courses may vary from one student to another and will depend on their undergraduate program, grades obtained in the relevant undergraduate courses and their chosen concentration.

² Students with less than two (2) years of relevant professional employment experience must successfully complete the Internship in order to graduate. Students with two or more years relevant work experience may apply for an exemption.

³ Non-credit required skills workshop.

Master of Business Administration with Specialization in African Studies (8.5 credits)

1. 0.5 credit in:	0.5
AFRI 5000 [0.5] African Studies as a Discipline: Historical and Current Perspectives	
2. 0.0 credit in:	0.0
AFRI 5800 [0.0] Scholarly Preparation in African Studies	
3. 1.0 credit in courses designated as having sufficient African Studies content, within the School of Business or elsewhere, with permission of the School	1.0
1. 4.25 credits in compulsory core courses	4.25
2. 1.75 credits in elective courses	1.75
3. 1.0 credit in BUSI 5999	1.0
Total Credits	8.5

Master of Business Administration with Concentration in International Development Management and Specialization in African Studies (8.0 credits)

1. 0.5 credit in:	0.5
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AFRI 5000 [0.5]	African Studies as a Discipline: Historical and Current Perspectives	
2. 0.0 credit in:		0.0
AFRI 5800 [0.0]	Scholarly Preparation in African Studies	
3. 4.25 credits in compulsory core courses		4.25
4. 2.25 credits in concentration courses (with 1.0 credit in courses designated as having sufficient African Studies content, within the School of Business or elsewhere, with permission of the School)		2.25
5. 1.0 credit in:		1.0
BUSI 5999 [1.0]	Internship	
Total Credits		8.0

Selection of Courses - African Studies

The courses listed below (all are worth 0.5 credit) are relevant to students of African Studies and could, with the approval of the specific requirements of the units involved, be used as courses to help fulfill degree requirements. There are also often graduate courses and 4000-level courses in a number of units at Carleton that are offered on an ad hoc basis that have significant content appropriate to African Studies. To have any such course count towards their degree requires approval of the Director of the Institute of African Studies when it is being offered.

Note: the number of spaces in graduate courses offered by other departments may be limited, and registration may be conditional upon obtaining the prior approval of the department concerned. It is the student's responsibility to ensure that permission is obtained from the appropriate department prior to registering in any of the following courses.

African Studies

AFRI 5000 [0.5]	African Studies as a Discipline: Historical and Current Perspectives
AFRI 5050 [0.5]	Selected Topics in African Studies
AFRI 5100 [0.5]	African Studies Abroad
AFRI 5700 [0.5]	Directed Readings in African Studies
AFRI 5900 [0.5]	Placement
AFRI 5800 [0.0]	Scholarly Preparation in African Studies

Anthropology

ANTH 5109 [0.5]	Development, Dependency and Gender
ANTH 5202 [0.5]	The Anthropology of Underdevelopment
ANTH 5209 [0.5]	Special Topics in the Anthropology of Africa
ANTH 5809 [0.5]	Selected Topics in the Anthropology of Development and Underdevelopment

English

ENGL 5008 [0.5]	Studies in African Literature
ENGL 5010 [0.5]	Studies in Caribbean Literature

French

FREN 5600 [0.5]	Littératures du monde francophone
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International Affairs

INAF 5603 [0.5]	Issues in Development in Africa
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Law

LAWS 5007 [0.5]	Race, Ethnicity and the Law
LAWS 5603 [0.5]	International Law: Theory and Practice

Political Science

PSCI 5107 [0.5]	Globalization, Adjustment and Democracy in Africa
PSCI 5202 [0.5]	Development Theory and Issues
PSCI 5203 [0.5]	Southern Africa After Apartheid
PSCI 5801 [0.5]	Foreign Policies of African States

Sociology

SOCI 5404 [0.5]	Race, Ethnicity and Class in Contemporary Societies
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Women's and Gender Studies

WGST 5902 [0.5]	Advanced Topics in Women's and Gender Studies II
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M.B.A. Course Categories

M.B.A. Compulsory Core Courses

ACCT 5001 [0.25]	Financial Accounting
ACCT 5002 [0.25]	Managerial Accounting
BUSI 5801 [0.25]	Statistics for Managers
BUSI 5802 [0.25]	Business Ethics
BUSI 5803 [0.25]	Managerial Economics
BUSI 5998 [0.0]	MBA Skills Workshop
FINA 5501 [0.25]	Financial Management
FINA 5502 [0.25]	Corporate Finance
IBUS 5701 [0.25]	International Business
ITIS 5401 [0.25]	Fundamentals of IT Service Management
MGMT 5100 [0.5]	Managing People and Organizations
MKTG 5200 [0.5]	Marketing Strategy
TOMS 5301 [0.25]	Modeling Business Decisions
TOMS 5302 [0.25]	Operations Management
STGY 5900 [0.5]	Corporate and Business Strategy
For students in International Development Management Concentration Only:	
IDMG 5610 [0.25]	Introduction to International Development
ITIS 5403 [0.25]	ICT for Development
TOMS 5314 [0.25]	Supply Chain Management

M.B.A. Concentration Courses

Concentration in Business Analytics

1.75 credits required concentration courses:

DATA 5000 [0.5]	
ITIS 5431 [0.25]	Business Analytics for Managers
ITIS 5432 [0.25]	Business Analytics Methods
ACCT 5012 [0.25]	Performance Measurement and Control
FINA 5511 [0.25]	Investments
TOMS 5303 [0.25]	Managing Projects

0.5 credit elective concentration course from:

BUSI 6703 [0.5]	Systems Concepts in Management
BUSI 6905 [0.5]	Advanced Statistical Methods for Business Research
BUSI 6906 [0.5]	Advanced Methods and Models of Management Science

ECON 5027 [0.5]	Econometrics I
ECON 5055 [0.5]	Financial Econometrics
STAT 5602 [0.5]	Analysis of Categorical Data
STAT 5702 [0.5]	Modern Applied and Computational Statistics
STAT 5703 [0.5]	Data Mining

Concentration in Financial Management

ACCT 5011 [0.25]	Financial Statement Analysis
ACCT 5012 [0.25]	Performance Measurement and Control
ACCT 5013 [0.25]	Financial Reporting and Control in Public Organizations
ACCT 5014 [0.25]	Financial Corporate Governance and Accountability

FINA 5511 [0.25]	Investments
FINA 5512 [0.25]	Valuation
FINA 5513 [0.25]	Mergers and Acquisitions
FINA 5514 [0.25]	International Finance
FINA 5521 [0.25]	Financial Management Concentration Integration

Concentration in International Business

IBUS 5711 [0.25]	International Marketing and Trade
IBUS 5712 [0.25]	Business and Government in Emerging Economies

IBUS 5713 [0.25]	Doing Business in the United States
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IBUS 5714 [0.25]	Buyer Behaviour in International Markets
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IBUS 5715 [0.25]	Foreign Markets: Selection, Assessment and Entry Strategies
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IBUS 5716 [0.25]	Management of International Business
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IBUS 5721 [0.25]	Regional and Global Business Strategies Concentration Integration
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FINA 5514 [0.25]	International Finance
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TOMS 5314 [0.25]	Supply Chain Management
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Concentration in International Development Management

IBUS 5712 [0.25]	Business and Government in Emerging Economies
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MGMT 5115 [0.25]	Leadership
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ITIS 5414 [0.25]	Emerging Information Technologies and Business Innovation
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TOMS 5303 [0.25]	Managing Projects
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* 0.5 credit in International Development from the Norman Paterson School of International Affairs (NPSIA), to be approved by the School of Business and NPSIA

* 0.5 credit from the School of Public Policy and Administration (SPPA), with permission of the School of Business and SPPA

Concentration in Management Accounting

ACCT 5020 [0.5]	Intermediate Financial Accounting
ACCT 5021 [0.5]	Advanced Financial Accounting
ACCT 5022 [0.5]	Intermediate Management Accounting

ACCT 5023 [0.5]	Advanced Management Accounting
ACCT 5014 [0.25]	Financial Corporate Governance and Accountability

Concentration in Management and Change

MGMT 5111 [0.25]	Conflict and Negotiation
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MGMT 5112 [0.25]	Power and Influence
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MGMT 5113 [0.25]	Managing Teams
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MGMT 5114 [0.25]	Managing Diversity
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MGMT 5115 [0.25]	Leadership
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MGMT 5116 [0.25]	Managing Performance
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MGMT 5117 [0.25]	Knowledge Management
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MGMT 5120 [0.5]	Fundamentals of Leading and Managing Organizational Change
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Concentration in Technology Management

ITIS 5411 [0.25]	IT Service Support
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ITIS 5412 [0.25]	IT Service Delivery
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ITIS 5413 [0.25]	Enterprise Architecture and Governance
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TOMS 5311 [0.25]	Quality Management
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TOMS 5312 [0.25]	Technology Development
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TOMS 5313 [0.25]	Technology Adoption for Services
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TOMS 5314 [0.25]	Supply Chain Management
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MKTG 5211 [0.25]	Technology Marketing
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ITIS 5421 [0.25]	Strategic Management of Technology Concentration Integration
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Additional MBA Elective Courses

These are additional to electives selected from other concentrations, and are available to all M.B.A. students.

BUSI 5905 [0.5]	Special Topics
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BUSI 5906 [0.25]	Special Topics
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FINA 5515 [0.5]	Micro Finance
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ITIS 5403 [0.25]	ICT for Development
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TOMS 5303 [0.25]	Managing Projects
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Ph.D. Management

About the Program

The focus of the Ph.D. program in Management is applied research about complex management problems in a rapidly changing and globally oriented environment. The doctoral program in management is designed to develop graduates who are skilled in research with both a theoretical and practical understanding of the complex problems of business and managers and contribute to the advancement of management knowledge and practice. Graduates will pursue careers in university education and research, in training and research in private and public sector organizations, and in business management. The program is designed to accomplish its objectives by its orientation to a holistic, integrative, and discipline-supported approach to management problem solving, focused on critical issues facing managers in organizations.

Academic Regulations

See the General Regulations section of this Calendar.

Academic Standing: Doctoral students must normally obtain a grade of B- or better in each credit, and

Satisfactory on the comprehensive examinations, the Ph.D. thesis and its oral defence.

Admission Requirements

Admission into the Ph.D. program will be judged primarily on the applicant's ability to undertake research successfully and his/her prospects for completion of the program.

The normal requirement for admission to the doctoral program in management is a master's degree (or equivalent) in business or a related field with an A-average and a bachelor's degree. A number of years of work experience is desirable.

A student enrolled in the M.B.A. program (or a similar research-based master's program in business) who has completed a minimum of 2.5 credits and who has shown outstanding academic performance and research promise may be admitted to the Ph.D. program without completing the master's program. Normal Ph.D. program requirements, as stated below, will apply. Each case will be considered on an individual basis for advanced standing in the Ph.D. program. Advanced standing will be considered for a maximum of 1.5 credits.

Applicants who have completed a thesis-based master's program in business or a related area may have their program requirements, as set out below, adjusted at the time of admission.

All Ph.D. candidates, regardless of their previous field of specialization, are expected to have or to acquire a basic knowledge of statistics and at least two of the following areas of management: finance, marketing, organizational behavior, management science, information systems, and productions/operations management. Students will be admitted to the program with a course of study designed where appropriate to supplement previous education, experience, and training.

Graduate Management Admission Test (GMAT) - the School requires that all applicants submit scores obtained in the Graduate Management Admission Test (GMAT) offered by the Education Testing Service of Princeton, New Jersey. Successful candidates will normally have a GMAT score of at least 600.

All applicants whose first language is not English must be tested for proficiency in the English language. See Section 3.6 of the General Regulations section of this Calendar for details.

Program Requirements

The degree can be pursued on a full-time or part-time basis.

The program requirements for the Ph.D. in Management are:

10.0 credits comprised of:

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| 1. 1.5 credits in research and analysis methods | 1.5 |
| 2. 1.5 credits in seminar courses in functional areas of business | 1.5 |
| 3. 1.0 credit from a selection of advanced course electives in the School of Business | 1.0 |

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| 4. 1.0 credit in free electives which must be approved by the thesis supervisor | 1.0 |
| 5. 5.0 credits in a Thesis, which must be defended at an oral examination | 5.0 |
| 6. One written and one oral comprehensive examination | |
| 7. Participation in the Sprott School of Business research seminar series on current business issues for one year | |
| 8. Participation in the Sprott School of Business seminar series on, and classroom experience in, teaching methods | |
| 9. Presentation and oral defence of the thesis proposal | |
| Total Credits | 10.0 |

Course Requirements

All students in the doctoral program are required to complete successfully the following courses:

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| 1. 1.5 credits in: | 1.5 |
| BUSI 6902 [0.5] Research Methodology in Business | |
| BUSI 6907 [0.5] Ph.D. Thesis Tutorial | |
| BUSI 6905 [0.5] Advanced Statistical Methods for Business Research | |
| or BUSI 6906 [0.5] Advanced Methods and Models of Management Science | |
| 2. 1.5 credits in advanced seminars including at least one two-course sequence, from the following doctoral seminar courses: | 1.5 |
| BUSI 6100 [0.5] Seminar in Modern Organization Theory and Current Topics in Organizational Behaviour | |
| BUSI 6200 [0.5] Seminar in Marketing I and BUSI 6201 [0.5] Seminar in Marketing II | |
| BUSI 6300 [0.5] Seminar in Management of Production/Operations I: Strategic Management of Production Systems and BUSI 6301 [0.5] Seminar in Management of Production/Operations II: Production/Technology/Strategy Interface | |
| BUSI 6400 [0.5] Seminar in Information Systems I: Information and Computing Technologies in Management and BUSI 6401 [0.5] Seminar in Information Systems II: Analysis and Design of Information Systems | |
| BUSI 6500 [0.5] Seminar in Finance I and BUSI 6501 [0.5] Seminar in Finance II | |
| 3. 1.0 credit from the following advanced seminars: | 1.0 |
| BUSI 6701 [0.5] Choice Behaviour | |
| BUSI 6702 [0.5] Analysis and Representation of Complex Problems | |
| BUSI 6703 [0.5] Systems Concepts in Management | |
| BUSI 6704 [0.5] Managing the Change Process | |
| BUSI 6801 [0.5] Management of Technology | |
| BUSI 6802 [0.5] Women in Management | |
| BUSI 6803 [0.5] Corporate Strategy and Policy | |
| BUSI 6804 [0.5] International Business Strategy | |
| BUSI 6805 [0.5] Canadian Business Competitiveness | |

Students are strongly encouraged to complete 0.5 credit from the following series of courses which focuses on

the dimensions of complex problem representation and analysis:

BUSI 6701 [0.5]	Choice Behaviour
BUSI 6702 [0.5]	Analysis and Representation of Complex Problems
BUSI 6703 [0.5]	Systems Concepts in Management
BUSI 6704 [0.5]	Managing the Change Process

Students are also strongly encouraged to complete 0.5 credit from the following series of courses oriented to specific management issues.

BUSI 6801 [0.5]	Management of Technology
BUSI 6802 [0.5]	Women in Management
BUSI 6803 [0.5]	Corporate Strategy and Policy
BUSI 6804 [0.5]	International Business Strategy
BUSI 6805 [0.5]	Canadian Business Competitiveness

The remaining 1.0 credit elective, chosen with the approval of the thesis supervisor to assist in the thesis research process, normally will be chosen from either those courses at the 5000- or 6000-level in the School of Business listed above, or from outside the School in a supporting discipline or in the area of statistics.

Comprehensive Examinations

All Ph.D. candidates are required to successfully complete one written and one oral examination. The written examination will consist of a major essay that provides a comprehensive analytical review of the literature in an area of the student's specialization. The issues dealt with in the essay will be distinct from the student's thesis topic. The submission of the essay will be followed within three to four weeks by a comprehensive oral examination. In addition to questions based on the written portion, the oral comprehensive will include questions on peripheral topics previously assigned by the student's comprehensive examination committee.

The comprehensive examinations must be completed successfully before the Ph.D. proposal defence is scheduled. In normal circumstances, the oral defence must occur within four calendar terms of the student's initial registration in the Ph.D. program. Students who do not fulfil this requirement may be asked to withdraw from the program.

Thesis

All Ph.D. candidates are required to complete successfully a thesis normally equivalent to a minimum of 5.0 credits on a topic approved by the School. Students with appropriate background will be reviewed for possible adjustment of thesis weight.

Accounting (ACCT) Courses

ACCT 5001 [0.25 credit]

Financial Accounting

Fundamentals of financial accounting. Techniques used to measure business transactions, preparation of financial statements, recording and valuation of assets, liabilities and equities.

Precludes additional credit for BUSI 5004 (no longer offered).

ACCT 5002 [0.25 credit]

Managerial Accounting

Fundamentals of managerial accounting and control. Techniques for management decision-making, planning, and control including cost-volume-profit analysis, product costing, variance analysis, relevant costing, transfer pricing and the balanced scorecard.

Precludes additional credit for BUSI 5005 (no longer offered).

Prerequisite(s): ACCT 5001.

ACCT 5011 [0.25 credit]

Financial Statement Analysis

A user-oriented approach to the study of financial statements. The role of the financial statements and the annual report in the financial reporting process, using ratio analysis to analyze firm performance and make forecasts of future performance.

Precludes additional credit for BUSI 5000 (no longer offered).

Prerequisite(s): ACCT 5001 ACCT 5002 and FINA 5502.

ACCT 5012 [0.25 credit]

Performance Measurement and Control

Efficacy and efficiency of corporate strategies. Design and use of performance measurement systems from an organizational integrated systems view. Balanced scorecard, activity-based management, and other performance measurement and control systems.

Precludes additional credit for BUSI 5000 (no longer offered).

Prerequisite(s): ACCT 5001 AND ACCT 5002.

ACCT 5013 [0.25 credit]

Financial Reporting and Control in Public Organizations

Public sector accounting principles, practices, and unique financial reporting requirements. Comparison with private sector financial reporting, control, and performance evaluation.

Prerequisite(s): ACCT 5001 and ACCT 5002.

ACCT 5014 [0.25 credit]

Financial Corporate Governance and Accountability

Corporate governance functions including management and controllership, boards of directors, auditors, security commissions and the control of enterprise-wide risk management. Historical development and evaluation of current practices, including Sarbanes Oxley and its implications.

Prerequisite(s): ACCT 5001 and ACCT 5002.

ACCT 5020 [0.5 credit]**Intermediate Financial Accounting**

Concepts, methods and uses of financial accounting information, including an in-depth examination of the preparation and analysis of the financial statements of publicly traded and privately owned entities.

Prerequisite(s): successful completion of ACCT 5001, ACCT 5002, FINA 5501 and FINA 5502.

ACCT 5021 [0.5 credit]**Advanced Financial Accounting**

The preparation and analysis of advanced financial accounting topics including pensions, earnings per share, leases, business combinations, taxation and foreign currency.

Prerequisite(s): ACCT 5001 and ACCT 5002, ACCT 5020, FINA 5501 and FINA 5502.

ACCT 5022 [0.5 credit]**Intermediate Management Accounting**

Cost and managerial accounting topics in business decision making, including product and process costing, cost behavior analysis, differential costing, contribution margin analysis and decision analysis under uncertainty.

Prerequisite(s): ACCT 5001, ACCT 5002, FINA 5501 and FINA 5502.

ACCT 5023 [0.5 credit]**Advanced Management Accounting**

Advanced topics in cost and managerial accounting, including budgeting, capital budgeting, standard cost systems, transfer pricing and performance evaluation of managers, organizations and strategy implementation.

Prerequisite(s): ACCT 5001, ACCT 5002, ACCT 5022 and FINA 5502.

ACCT 5120 [0.5 credit]**Advanced Concepts I**

An in-depth exploration of selected topics in financial accounting, assurance and taxation.

ACCT 5121 [0.5 credit]**Advanced Concepts II**

An in-depth exploration of selected topics in management accounting, finance and corporate governance.

ACCT 5123 [0.5 credit]**Advanced Taxation**

Canadian taxation planning issues regarding personal and business decisions involving individuals, corporations, partnerships and trusts.

Prerequisite(s): ACCT 5120.

ACCT 5125 [0.5 credit]**Advanced Assurance**

Assurance concepts are applied to a range of assurance and auditing engagements, including auditing financial statements and non-financial statement assurance engagements. Current trends in assurance are also explored.

Prerequisite(s): ACCT 5120.

ACCT 5127 [0.25 credit]**Management Consulting**

An introduction to the full range of the management consulting service industry, business models utilized, marketing approaches and critical issues for success of management consulting projects and individual career progression.

ACCT 5129 [0.25 credit]**Professional Accounting Cases I**

An introduction to approaching, planning and writing accounting cases, including integration across multiple disciplines.

ACCT 5130 [0.5 credit]**Advanced Finance**

The impact of the financing decision upon the value of the firm, firm valuation, investing and risk management.

Prerequisite(s): ACCT 5121.

ACCT 5131 [0.5 credit]**Performance Management**

Exploration of performance management in evaluating organizational performance, management decision making, effective problem solving skills and making recommendations for improvements to organizational operations.

Prerequisite(s): ACCT 5121.

ACCT 5133 [0.5 credit]**Advanced Integration I**

Discussion, analysis and integration with an emphasis on the application of strategic management to various accounting and finance issues.

Prerequisite(s): completion of a minimum of 2.0 credits in the Master of Accounting program with a minimum average grade of B-.

ACCT 5135 [0.5 credit]**Advanced Integration II**

Discussion, analysis and integration of issues involving financial reporting, assurance, finance, management accounting, taxation and/or strategy.

Prerequisite(s): ACCT 5133.

ACCT 5137 [0.25 credit]**Professional Accounting Cases II**

A continued development and honing of problem solving abilities when placed in real-life, business situations. Case-writing skills will be finessed, with focus on analysis and integration, while keeping the big picture in mind.

Prerequisite(s): ACCT 5129.

ACCT 5199 [1.0 credit]**Internship**

Focus is on the application of M.Acc. course knowledge and building management skills in a professional environment. Minimum 480 hours. Graded Sat/Uns.

Prerequisite(s): ACCT 5120, ACCT 5121, ACCT 5123, ACCT 5125, ACCT 5127, ACCT 5129 and approval of the M.Acc. office.

Business (BUSI) Courses

BUSI 5801 [0.25 credit]

Statistics for Managers

Techniques for using data to make an informed use of statistics. Applications, interpretation and limitations of results. Sampling, descriptive statistics, probability concepts, estimation and testing of hypotheses and regression, using practical business situations. Precludes additional credit for BUSI 5904.

BUSI 5802 [0.25 credit]

Business Ethics

Impact of corporate decisions on society. Models and standards of business ethics and corporate social responsibility (CSR). Methods of measuring and reporting. The rise of corporate power, stakeholder analysis, corporate governance, sustainability, national and international pressures on CSR.

BUSI 5803 [0.25 credit]

Managerial Economics

The application of economic principles and methodologies to business decision problems. The logic and consequences of consumer and producer decision-making and the resultant market outcomes. Precludes additional credit for BUSI 5604.

BUSI 5900 [0.5 credit]

Tutorials/Directed Studies in Business

Tutorials or directed readings in selected areas of business, involving presentation of papers as the basis for discussion with the tutor.

Prerequisite(s): admission to the program prior to the fall term of 2008 and permission of the M.B.A. Program Director. Completion of an undergraduate business course may be required.

BUSI 5905 [0.5 credit]

Special Topics

At the discretion of the School, a course dealing with selected topics of interest to students in the MBA Program. Topics will vary from year to year, and will be announced in advance of the registration period.

Prerequisite(s): Permission of the School.

BUSI 5906 [0.25 credit]

Special Topics

At the discretion of the School, a course dealing with selected topics of interest to students in the MBA program. Topics will vary from year to year, and will be announced in advance of the registration period.

Prerequisite(s): permission of the School.

BUSI 5907 [0.5 credit]

M.B.A. Thesis Tutorial

A seminar designed to help the student formulate and evaluate specific research topics. The successful submission of a thesis proposal is necessary for the completion of the course.

Prerequisite(s): admission to the program prior to the fall term of 2008 and permission of the M.B.A. Program Director.

BUSI 5908 [1.0 credit]

M.B.A. Research Project

Prerequisite(s): admission to the program prior to the fall term of 2008 and permission of the M.B.A. Program Director.

BUSI 5909 [1.5 credit]

M.B.A. Thesis Research

Prerequisite(s): BUSI 5907 and admission to the program prior to the fall term of 2008 and permission of the M.B.A. Program Director.

BUSI 5998 [0.0 credit]

MBA Skills Workshop

Provides preparation for the MBA program, as well as professional and career development. The course is graded SAT/UNSAT based on attendance and engagement.

BUSI 5999 [1.0 credit]

Internship

To graduate, all students with less than two years of management or professional employment experience must have a minimum of four months practical management experience. The internship will be selected and assigned by the M.B.A. program Director. Details available from the School. Graded SAT/UNS.

BUSI 6000 [0.5 credit]

Seminar in Accounting I

Foundations in accounting theory and research methods in financial accounting, management accounting, taxation and assurance.

BUSI 6001 [0.5 credit]

Seminar in Accounting II

Research methods, theory and practice in reporting, performance measurement, control, risk management and governance.

BUSI 6100 [0.5 credit]

Seminar in Modern Organization Theory

The development of post-structuralist organization theory is examined. Theories of organizational culture and symbolism, political theories of organization, ethnomethodological, decision-based and population ecology approaches are investigated. The social, economic, and intellectual forces shaping organization theory provides a major focus.

BUSI 6101 [0.5 credit]

Current Topics in Organizational Behaviour

Current topics and debates in the research on organizational behaviour. Potential topics include motivation, learning, communication, decision-making, small group behaviour, leadership, careers, power and conflict.

BUSI 6200 [0.5 credit]**Seminar in Marketing I**

Marketing theory, history, and developments through the analysis, synthesis, and extension of theoretical and empirical papers on: the marketing concept, the role of marketing in various types of organizations, defining and segmenting markets; managing new product introductions, established products and marketing planning.

BUSI 6201 [0.5 credit]**Seminar in Marketing II**

Marketing decision-making practice and theory in business and not-for-profit organizations in such areas as consumer decision-making, organizational decision-making, analytical methods, and research methods to aid in marketing decision-making.

BUSI 6300 [0.5 credit]**Seminar in Management of Production/Operations I: Strategic Management of Production Systems**

Developing the firm's strategies with respect to facilities, locations, production technologies, and sourcing arrangements. Recent developments in management policies and practices that enable production systems to operate at full potential in the wake of time- and quality-based competition.

BUSI 6301 [0.5 credit]**Seminar in Management of Production/Operations II: Production/Technology/Strategy Interface**

The evolution and management of process innovation; management of productivity using production technologies; integration of production strategy and technology; and interactions with research and development. Topics include quality function deployment and the deployment of process innovations.

BUSI 6400 [0.5 credit]**Seminar in Information Systems I: Information and Computing Technologies in Management**

The role of computing and communications technologies and information systems in the functioning of organizations and managers. Current developments in the information systems field.

BUSI 6401 [0.5 credit]**Seminar in Information Systems II: Analysis and Design of Information Systems**

Theory and practice concerning factors determining the effective use of computing technologies, particularly on the match between the information systems and its users.

BUSI 6500 [0.5 credit]**Seminar in Finance I**

Selected topics in financial theory. Topics are chosen according to new developments in theory and with the interests of the students in mind. These may include theory of derivatives, pricing theory, information asymmetries, agency theory, economic efficiency, and empirical methods.

BUSI 6501 [0.5 credit]**Seminar in Finance II**

Emerging areas in finance such as total quality management, left-hand financing, activity-based costing, multi-criteria decision-making, neural networks, etc. Integrative problems spanning two or more functional disciplines in management, such as taxation.

BUSI 6701 [0.5 credit]**Choice Behaviour**

Examines choice behaviour from a variety of disciplines. Topics covered may include individual choice models in economics, Von-Neumann-Morgenstern utility, Luce Choice Axiom and its extensions, multi-criteria individual choice behaviour, and multi-criteria group choice behaviour.

BUSI 6702 [0.5 credit]**Analysis and Representation of Complex Problems**

This course uses qualitative and quantitative techniques and theoretical frameworks to represent organizational systems, problems and decisions that executives and managers face. The qualitative models are viewed as primary, providing the setting for the quantitative models, selection of choice mechanism, and interpretation of solutions.

BUSI 6703 [0.5 credit]**Systems Concepts in Management**

A unified outlook toward management theory is developed through specifying system variables, components, boundaries and limitations. The importance of computer-based systems for analyzing and managing integrated systems in the context of control, decision-making and model-building.

BUSI 6704 [0.5 credit]**Managing the Change Process**

The process of organizational change and the external forces which drive such changes. Topics include both micro and macro theories of change and issues around change management such as leadership and resistance to change.

BUSI 6801 [0.5 credit]**Management of Technology**

Introduction to issues in the management of technology. Topics include: technology strategy and policy, technology forecasting and planning, the process of technology innovation from concept to market, research and development management, technology adoption, diffusion and implementation, technology transfer, and technology and social issues.

BUSI 6802 [0.5 credit]**Women in Management**

An exploration of the research and organizational challenges arising from changing gender roles. Topics include: the sex segregation of work, gender differences in management styles, work-family conflict, women's careers, managing sexual harassment, employment equity and pay equity.

BUSI 6803 [0.5 credit]**Corporate Strategy and Policy**

Theories of the firm, origins of the modern corporation, analysis of the external environment, industry analysis, value chain analysis, resource-based theory, distinctions between corporate and business strategy, economies of scope, diversification and sustainable competitive advantage.

BUSI 6804 [0.5 credit]**International Business Strategy**

An advanced examination of contemporary theory on international business expansion. Topics include trade and investment flow interactions; expansion modes, location theory, and sequential expansion; globalization, consumer behaviour, and culture; trans-border information flows; internationalization by firm size; strategic alliances; and free trade blocs.

BUSI 6805 [0.5 credit]**Canadian Business Competitiveness**

Competitiveness at the country, industry, and firm levels, examined in the context of Canada's unique characteristics from various domestic and international perspectives including industrial organization theory, comparative perspectives on industrial concentration, internalization theory, Porter's competitiveness diamond, business-government interactions, and government support programs for business.

BUSI 6806 [0.5 credit]**Entrepreneurship**

An examination of research in entrepreneurship focusing on theory building and empirical testing of factors that shapes the identification, evaluation and exploitation of opportunities and the creation of new organizations. Topics include: environmental influences on formation and growth, theories of growth and entrepreneurial clustering.

BUSI 6900 [0.5 credit]**Directed Readings**

Directed readings in selected areas of business, involving presentation of papers as the basis for discussion. A part of the requirement for the course may be participation in an advanced course at the undergraduate/graduate level. Prerequisite(s): permission of the School.

BUSI 6901 [0.5 credit]**Special Topics**

Designed to expose students to new and emerging issues in selected areas of business research. Integrative problems involving two or more areas of business research are also explored. The topics covered may vary from year to year.

Prerequisite(s): permission of the School.

BUSI 6902 [0.5 credit]**Research Methodology in Business**

The study of research techniques commonly used in research on business and management issues. The development of knowledge of these methodologies and their application, and their possible use in the thesis research of the student are the two main goals of this course.

BUSI 6905 [0.5 credit]**Advanced Statistical Methods for Business Research**

A practical introduction to advanced statistical methods used in business research, with particular focus on discrete categorical data. Topics include the analysis of two-way and three-way tables; loglinear modeling; logistic regression; generalized linear models. Students will analyze real data using appropriate software packages.

BUSI 6906 [0.5 credit]**Advanced Methods and Models of Management Science**

Advanced study of decision-making under certainty and uncertainty. Topics include: constrained and unconstrained optimization; project management; scheduling and facilities location; multi-objective dynamic programming; multi-attribute utility theory; discrete choice. Links between theory and application will be illustrated through case studies and applied modeling.

BUSI 6907 [0.5 credit]**Ph.D. Thesis Tutorial**

An intensive preparation for Ph.D. thesis research, under the direction of one or more members of the School. The successful submission of a thesis proposal is necessary for the completion of the course.

BUSI 6908 [1.0 credit]**Ph.D. Comprehensives**

Preparation for comprehensive examinations.

BUSI 6909 [5.0 credits]**Ph.D. Thesis****Financial Management (FINA) Courses****FINA 5501 [0.25 credit]****Financial Management**

Overview of finance from the perspective of the financial manager. Corporate governance issues, financial markets, time value of money, valuation and yields of financial securities, capital budgeting, financial statement analysis, and the trade-off between risk and return.

Precludes additional credit for BUSI 5504.

Prerequisite(s): ACCT 5001 and BUSI 5801.

FINA 5502 [0.25 credit]**Corporate Finance**

Aspects of corporate finance of most concern to managers: investment, financing and payout decisions, corporate restructuring. Case studies will be used.

Prerequisite(s): ACCT 5001, ACCT 5002, BUSI 5801 and FINA 5501.

FINA 5511 [0.25 credit]**Investments**

The analytical foundations and tools necessary for successful decision making by investment managers and analysts and by individual investors. Includes a significant hands-on component.

Prerequisite(s): ACCT 5001, ACCT 5002, BUSI 5801, FINA 5501 and FINA 5502.

FINA 5512 [0.25 credit]**Valuation**

Valuation techniques needed for enterprise valuation. The identification of value drivers, insights into the valuation of companies in different settings. Step-by-step procedures for valuing businesses. Includes a team case analysis and presentation.

Prerequisite(s): ACCT 5001, ACCT 5002, BUSI 5801, FINA 5501 and FINA 5502.

FINA 5513 [0.25 credit]**Mergers and Acquisitions**

Theory and practice of mergers and acquisitions. Skills needed to be effective in mergers and acquisitions. Best practices in deal origination, design, implementation and post merger integration.

Precludes additional credit for BUSI 5500.

Prerequisite(s): FINA 5512, BUSI 5801, ACCT 5001, ACCT 5002, FINA 5501 and FINA 5502.

FINA 5514 [0.25 credit]**International Finance**

Issues encountered by the multinational financial manager in making financing and investment decisions within a global context. Foreign exchange markets, parity conditions, currency quotation methods, management of foreign exchange/political risk and international capital budgeting.

Prerequisite(s): ACCT 5001, ACCT 5002, BUSI 5801, FINA 5501 and FINA 5502.

FINA 5515 [0.5 credit]**Micro Finance**

Introduces students to the theory and practice of microfinance. Provides students with a comprehensive understanding of microfinance, its achievements, its current challenges, and the basic skills needed to manage microfinance institutions (MFIs). Serves as a forum to reflect on the future of microfinance and of financing for development in general. A mix of cases and lectures will be used.

Prerequisite(s): FINA 5501, FINA 5502.

Also offered at the undergraduate level, with different requirements, as BUSI 4515, for which additional credit is precluded.

FINA 5521 [0.25 credit]**Financial Management Concentration Integration**

Integrates and applies all the accounting and finance concentration coursework. Critical thinking is stressed via the case study approach. Focuses on complex problems and allows students to gain a deeper understanding of the salient issues discussed within the financial management concentration.

Precludes additional credit for BUSI 5500.

Prerequisite(s): ACCT 5001, ACCT 5002, BUSI 5801, FINA 5501, FINA 5502, FINA 5512 and FINA 5513.

Information Systems (ITIS) Courses**ITIS 5401 [0.25 credit]****Fundamentals of IT Service Management**

ITIL and ISO 20000 topics including service support and service delivery fundamentals. Service support includes service/help desk, configuration, incident, problem, release, and change management. Service delivery includes security, service level, capacity, continuity, availability and IT financial management.

Prerequisite(s): ITIS 5401.

ITIS 5403 [0.25 credit]**ICT for Development**

Conceptual frameworks to understand the prospects and challenges and roles of information and of information and communications technologies (ICTs) in social and economic development; knowledge and skills to help in the effective planning, development, implementation and management of ICT for development initiatives; case studies.

ITIS 5411 [0.25 credit]**IT Service Support**

Management of IT processes crucial to business operations. IT service management (ITSM) best practices including service desk management, incident management, problem management, change management, release management, and configuration management.

Prerequisite(s): ITIS 5401.

ITIS 5412 [0.25 credit]**IT Service Delivery**

Service level management, services reporting, service continuity and availability management, budgeting and accounting for IT services, capacity management and information security management. Service level agreements (SLAs) and information technology security techniques or subjects.

Prerequisite(s): ITIS 5401.

ITIS 5413 [0.25 credit]**Enterprise Architecture and Governance**

Exploration and analysis of enterprise architecture frameworks used to guide organizations in aligning business and IT strategies and goals while enhancing organizational efficiency in the adoption and use of IT. Models of IT Governance.

Prerequisite(s): ITIS 5401.

ITIS 5414 [0.25 credit]**Emerging Information Technologies and Business Innovation**

Examines the emerging information technology trends and how new technologies can be incorporated to drive process innovation and improve operational performance. Prerequisite(s): ITIS 5401, or ITIS 5403 for students in the International Development Management Concentration.

ITIS 5421 [0.25 credit]**Strategic Management of Technology Concentration Integration**

Components and aspects of technology strategy formulation and its successful implementation in an organization. Technology strategy from a general management perspective, designing and developing technology strategy for sustaining competitiveness. Project-based course.

Prerequisite(s): ITIS 5401, ITIS 5411, ITIS 5412, ITIS 5413.

ITIS 5431 [0.25 credit]**Business Analytics for Managers**

Decision support systems in organizations; moving from business intelligence to business analytics; big data trends in organizations; theories and trends in data analytics. Prerequisite(s): ITIS 5401 or permission of the School of Business.

ITIS 5432 [0.25 credit]**Business Analytics Methods**

Tools for data analytics; analyzing data beyond statistics; data mining and predictive modeling; time series analysis and forecasting; neural networks algorithms in business analytics.

Prerequisite(s): ITIS 5431 and BUSI 5801 (or equivalent).

International Business (IBUS) Courses**IBUS 5701 [0.25 credit]****International Business**

Managerial and strategic implications of differing international environments for a variety of business functions including structure and control, managing human resources, marketing, finance and logistics. Complexities of working across political and cultural boundaries. Precludes additional credit for BUSI 5300 (no longer offered).

IBUS 5711 [0.25 credit]**International Marketing and Trade**

Models for understanding factors that influence buyer decisions in different markets. Product adaptation, distribution networks, promotion practices, cross-border pricing strategy and regulatory and other limitations. The macro and micro effects of culture provide a connecting theme.

Precludes additional credit for BUSI 5301 (no longer offered).

Prerequisite(s): BUSI 5701.

IBUS 5712 [0.25 credit]**Business and Government in Emerging Economies**

Projects in emerging economies often involve partnerships between businesses, local governments and foreign donors. Emerging forms of cooperation which address issues of poverty, infrastructure and education. The role of international firms in the process of economic transition. Precludes additional credit for BUSI 5300 (no longer offered).

Prerequisite(s): BUSI 5701.

IBUS 5713 [0.25 credit]**Doing Business in the United States**

The role of the United States as Canada's most important foreign trade partner. The U.S. as a distinct business environment. Regulatory structures, competitive environment, buyer behaviour and business culture in the U.S. and Canada.

Precludes additional credit for BUSI 5300 (no longer offered).

Prerequisite(s): BUSI 5701.

IBUS 5714 [0.25 credit]**Buyer Behaviour in International Markets**

Globalization and the divergent, crossvergent and convergent paradigms are used to explain and analyze the behaviour of buyers across different markets and cultures. Socio-cultural, psychological, organizational and other factors that guide purchase decision-making behavior in consumer and B2B markets are examined.

Prerequisite(s): BUSI 5701.

IBUS 5715 [0.25 credit]**Foreign Markets: Selection, Assessment and Entry Strategies**

Selection and assessment of foreign markets suitable to corporate capabilities. Factors affecting the internationalization of firms, from SMEs and born globals to large multinationals. Methods for foreign market entry and service, from exporting, licensing, and franchising to JVs, M&A and greenfield investment.

Prerequisite(s): BUSI 5701.

IBUS 5716 [0.25 credit]**Management of International Business**

Operating organizations across national and cultural boundaries adds complexity to the tasks that confront managers and requires specific skills. Topics discussed include motivation, leadership, communication and negotiation in a cross-cultural context as well as the pervasive effects of culture on interactions within and across firms.

Prerequisite(s): BUSI 5701.

IBUS 5721 [0.25 credit]**Regional and Global Business Strategies****Concentration Integration**

Regional and global business expansion strategies and how global interdependence and regional trade groups affect international investment and marketing strategies. Environmental and political factors that influence policy within and between trade blocs and how businesses participate in these processes.

Precludes additional credit for BUSI 5301 (no longer offered).

Prerequisite(s): BUSI 5701 and successful completion of all courses in the International Business concentration. Students in the Minor in International Business must have successfully completed 0.75 credits from courses in the International Business concentration.

International Development Mgmt (IDMG) Courses**IDMG 5610 [0.25 credit]****Introduction to International Development**

Overview of the theoretical and practical underpinnings of international development management. Covering macro and micro level perspectives, the course offers rich insights into current approaches and debates in international development management.

Management (MGMT) Courses**MGMT 5100 [0.5 credit]****Managing People and Organizations**

Organizations and the relationships that define them. Theories, concepts and experiential exercises help students understand their own values, attitudes and goals and those of others how to motivate, communicate, teach and lead others; and how to apply these concepts to improving personal and organizational performance. Precludes additional credit for MGMT 5101 (no longer offered) and MGMT 5102 (no longer offered).

Prerequisite(s): enrolment in the MBA program in the Sprott School of Business or permission of the School.

MGMT 5111 [0.25 credit]**Conflict and Negotiation**

Conflict, negotiation and bargaining. The bargaining process, conflict handling and how to analyze, plan and implement successful negotiations. Management and labour objectives and strategies that lead to conflict. Prerequisite(s): MGMT 5100, or MGMT 5101 and MGMT 5102.

MGMT 5112 [0.25 credit]**Power and Influence**

The role of power and influence in organizations. Sources of power, the effectiveness of various influence tactics, the implications of powerlessness, types of empowerment, organizational politics and fostering constructive versus destructive political behaviour in organizations. Precludes additional credit for BUSI 5101 (no longer offered).

Prerequisite(s): MGMT 5100, or MGMT 5101 and MGMT 5102.

MGMT 5113 [0.25 credit]**Managing Teams**

Factors affecting team performance. Team development, the impact of team size, team processes, organizational practices that support teams, potential team interventions and the unique challenges faced by virtual teams.

Prerequisite(s): MGMT 5100, or MGMT 5101 and MGMT 5102.

MGMT 5114 [0.25 credit]**Managing Diversity**

Exploration of issues arising from diversity within organizations including the implications of cultural differences for motivation, communication, conflict and leadership. Identification of practices that facilitate the effective management of diversity.

Prerequisite(s): MGMT 5100, or MGMT 5101 and MGMT 5102.

MGMT 5115 [0.25 credit]**Leadership**

Post-heroic leadership theories, with a practical emphasis on developing and honing leadership skills in practicing managers. A highly self-reflective course, requiring students to question and share their own leadership styles and situational antecedents.

Prerequisite(s): MGMT 5100, or MGMT 5101 and MGMT 5102.

MGMT 5116 [0.25 credit]**Managing Performance**

Principles and techniques relating to the development, support, and evaluation of employee performance in organizations. Models of individual and organizational performance; identifying high performing employees; methods of measuring performance; employee development and incentive systems.

Prerequisite(s): MGMT 5100, or MGMT 5101 and MGMT 5102.

MGMT 5117 [0.25 credit]**Knowledge Management**

Knowledge as a resource; methodologies for managing ongoing and future knowledge needs in businesses. As required knowledge is dispersed and developed throughout the globe, international dimensions of knowledge management.

Prerequisite(s): MGMT 5100, or MGMT 5101 and MGMT 5102.

MGMT 5120 [0.5 credit]**Fundamentals of Leading and Managing Organizational Change**

How individuals, groups and organizations respond to change; overview of key change models and change strategy. At the micro level how individuals respond to change, how change should be managed, change management competencies and changing organizational culture.

Precludes additional credit for MGMT 5121 and MGMT 5122

Prerequisite(s): 0.5 credits (or the equivalent from the Management and Change concentration courses, as well as MGMT 5100, or MGMT 5101 and MGMT 5102).

Marketing (MKTG) Courses**MKTG 5200 [0.5 credit]****Marketing Strategy**

Essential concepts for cultivating and maintaining successful buyer-seller relationships, including customer and competitor analysis, segmentation, targeting, and positioning. Translation of target market and positioning decisions into actionable marketing plans, including product, pricing, channel and promotional decisions, and tools for forecasting/evaluating success.

Precludes additional credit for MKTG 5201 (no longer offered) and MKTG 5202 (no longer offered).

MKTG 5211 [0.25 credit]**Technology Marketing**

Marketing in technology-intensive environments, with focus on business buying processes. Buyer behaviour, competitive and environmental analysis, planning and implementation of product and service innovations, targeting and positioning in the early stages of introduction, management through the growth stages, tracking success and contingency planning.

Strategic Management (STGY) Courses**STGY 5900 [0.5 credit]****Corporate and Business Strategy**

Strategic management focuses on the evaluation of environmental opportunities and threats in the external environment and the analysis of strengths and weaknesses in the organization's value chain, in order to determine core competencies as the foundation for a sustainable competitive advantage. Company Capstone Project required.

Precludes additional credit for STGY 5901 and STGY 5902.

Prerequisite(s): all MBA core courses must be completed with grade of B- or better.

Technology Management (TOMS) Courses**TOMS 5301 [0.25 credit]****Modeling Business Decisions**

Quantitative methods for strategic, tactical, and operational business decision making. Optimization, simulation, project management, decision analysis, and multi-criteria analysis. Underlying ideas, model formulation, computer implementation, and analysis of model results, with applications from various business functions.

Precludes additional credit for BUSI 5600 (no longer offered).

Prerequisite(s): BUSI 5801.

TOMS 5302 [0.25 credit]**Operations Management**

The provision of services and goods to customers, with focus on efficiency, effectiveness, and productivity. Planning and control of processes involving products, workers, equipment, suppliers, and customers. Effects of variation and uncertainty on lead time, inventory, quality, and customer service.

Precludes additional credit for BUSI 5600 (no longer offered).

Prerequisite(s): BUSI 5801.

TOMS 5303 [0.25 credit]**Managing Projects**

Foundations and core principles of managing projects with an emphasis on supporting techniques, practices, and methods as means for structuring, analyzing, scoping, planning, executing, monitoring, controlling, and reporting on international development projects.

TOMS 5305 [0.25 credit]**International Development Projects Preparation and Formulation**

Processes, assessment methodologies and tools, and practices for designing international development projects, developing funding proposals, managing calls for proposals, organizing procurement, and evaluating the implementation of the project's activities.

TOMS 5311 [0.25 credit]**Quality Management**

Defining quality, quality improvement, six sigma, lean enterprise, benchmarking and control charts; quality audits, ISO 9000, ISO 20000 and the progressive excellence program; role of quality assurance in service and product development; Process management and performance excellence.

Precludes additional credit for BUSI 5805 (no longer offered).

Prerequisite(s): BUSI 5801, TOMS 5301 and TOMS 5302.

TOMS 5312 [0.25 credit]**Technology Development**

Transformation of knowledge and ideas into products, processes and services. Development/innovation process models, successful and efficient integrated product/process/service development, cross functional teams, quality function deployment, lead-user approach, open innovations paradigm, disruptive innovations, and intellectual property management.

Precludes additional credit for BUSI 5805 (no longer offered)

Prerequisite(s): TOMS 5301 and TOMS 5302.

TOMS 5313 [0.25 credit]**Technology Adoption for Services**

Adoption and implementation of technology- driven products and processes for enhanced services.

Technology forecasting and scanning; transfer of technologies including technology sourcing, pricing, transfer modes, and success factors; selection of appropriate technology, its vendor and consultant; risk management; managing change.

Precludes additional credit for BUSI 5700 (no longer offered).

Prerequisite(s): TOMS 5301 and TOMS 5302.

TOMS 5314 [0.25 credit]**Supply Chain Management**

Organizational, strategic and operational aspects of managing supply chain from domestic and international perspectives. Outsourcing strategies, supplier relationship and information sharing, supplier networks, contracting and procurement management, logistic integration, role of information technology, and supply chain performance and metrics.

Precludes additional credit for BUSI 5601 (no longer offered).

Prerequisite(s): BUSI 5801.

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