

CAF 199

Course ID024792

Short TitleCommunication Skills

Long TitleCommunication Skills

Long DescrAll first year Accounting and Finance students will write a Writing Skills Test (WST). Students who pass the WST will receive a PASS in CAF 199 and therefore may enroll in the Lower Level Liberal Studies course of their choice (subject to availability). Students who do not pass the WST will be required to enroll in one of LNG 111, LNG 112, LNG 113, or LNG 121 as their first-year Lower Level Liberal studies course. LNG courses are designed to help students improve their English skills. These students will then have three additional opportunities to write and pass the WST. A PASS in CAF 199 is required to enroll in all third-year Accounting and Finance courses. This course is graded on a pass/fail basis.

Academic OrgAccounting and Finance

ComponentsLaboratory: 0.00

Requisites

Equivalencies

Attributes

Dept ConsentNo Special Consent Required

Drop ConsentNo Special Consent Required

Dynamic DateTRANSITION

Grd BasisPass/Fail

Hegis Code

GPA Weight1.00/1.00

Billing Units0.0

Course Count1.0

Repeat for CreditN

Total Completions1

Course Topics

WKT 143

Course ID025429

Short TitleWork Term I Accting and Fin

Long TitleWork Term I - Accounting and Finance

Long DescrSelected and approved co-op students will have completed up to semester 4 of the School of Accounting and Finance program requirements with a clear standing. Enrolment in this course is conditional on the student obtaining and accepting a co-op placement offer from an approved corporate partner. The co-op position must relate to either Accounting or Finance. Work that engages students at a high level of complexity is encouraged. This course is graded on a pass/fail basis.

Academic OrgAccounting and Finance

ComponentsLecture: 1.00

Requisites

Equivalencies

Attributes

Dept ConsentNo Special Consent Required

Drop ConsentNo Special Consent Required

Dynamic DateTRANSITION

Grd BasisPass/Fail

Hegis Code

GPA Weight0.00/0.00

Billing Units0.0

Course Count1.0

Repeat for Credit N
Total Completions 1
Course Topics

WKT 160

Course ID 026921

Short Title Work Term I Accounting

Long Title Work Term I - Accounting

Long Descr Selected and approved co-op students will have completed up to semester 4 of the School of Accounting and Finance program requirements with a clear standing. Enrolment in this course is conditional on the student obtaining and accepting a co-op placement offer from an approved corporate partner. The co-op position must relate to Accounting. Work that engages students at a high level of complexity is encouraged. This course is graded on a pass/fail basis.

Academic Org Accounting and Finance

Components Lecture: 1.00

Requisites
Equivalencies

Attributes
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Pass/Fail
Hegis Code
GPA Weight 0.00/0.00
Billing Units 0.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

WKT 243

Course ID 025430

Short Title Work Term II Accting and Fin

Long Title Work Term II - Accounting and Finance

Long Descr Selected and approved co-op students will have completed up to semester 5 of the School of Accounting and Finance program requirements with a clear standing. Enrolment in this course is conditional on the student obtaining and accepting a co-op placement offer from an approved corporate partner. The co-op position must relate to either Accounting or Finance. Work that engages students at a higher level of complexity than the first term is encouraged. The student will be using the skills they picked up from WKT 143 and applying them to the new position. This course is graded on a pass/fail basis.

Academic Org Accounting and Finance

Components Lecture: 1.00

Requisites

Equivalencies

Attributes Co-operative Education

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 260

Course ID 026922

Short Title Work Term II Accounting

Long Title Work Term II - Accounting

Long Descr Selected and approved co-op students will have completed up to semester 5 of the School of Accounting and Finance program requirements with a clear standing. Enrolment in this course is conditional on the student obtaining and accepting a co-op placement offer from an approved corporate partner. The co-op position must relate to Accounting. Work that engages students at a higher level of complexity than the first term is encouraged. The student will be using the skills they picked up from WKT 160 and applying them to the new position. This course is graded on a pass/fail basis.

Academic Org Accounting and Finance

Components Lecture: 1.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1
Course Topics

	WKT 343
Course ID	025431
Short Title	Work Term III Accting and Fin
Long Title	Work Term III - Accounting and Finance
Long Descr	Selected and approved co-op students will have completed up to semester 6 of the School of Accounting and Finance program requirements with a clear standing. Enrolment in this course is conditional on the student obtaining and accepting a co-op placement offer from an approved corporate partner. The co-op position must relate to either Accounting or Finance. Work that engages students at a higher level of complexity than the second term is encouraged. The student will be using the skills they picked up from WKT 243 and applying them to the new position. This course is graded on a pass/fail basis.
Academic Org	Accounting and Finance
Components	Lecture: 1.00
Requisites	
Equivalencies	
Attributes	Co-operative Education
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Pass/Fail
Hegis Code	
GPA Weight	0.00/0.00
Billing Units	0.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

WKT 360

Course ID 026923

Short Title Work Term III Accounting

Long Title Work Term III - Accounting

Long Descr Selected and approved co-op students will have completed up to semester 6 of the School of Accounting and Finance program requirements with a clear standing. Enrolment in this course is conditional on the student obtaining and accepting a co-op placement offer from an approved corporate partner. The co-op position must relate to Accounting. Work that engages students at a higher level of complexity than the second term is encouraged. The student will be using the skills they picked up from WKT 260 and applying them to the new position. This course is graded on a pass/fail basis.

Academic Org Accounting and Finance

Components Lecture: 1.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 443

Course ID 025432

Short Title Work Term IV Accting and Fin

Long Title Work Term IV - Accounting and Finance

Long Descr Selected and approved co-op students will have completed up to semester 7 of the School of Accounting and Finance program requirements with a clear standing. Enrolment in this course is conditional on the student obtaining and accepting a co-op placement offer from an approved corporate partner. The co-op position must relate to either Accounting or Finance. Work that engages students at the highest level of complexity is encouraged. The student will be using the skills they picked up from WKT 343 and applying them to the new position. This course is graded on a pass/fail basis.

Academic Org Accounting and Finance

Components Lecture: 1.00

Requisites

Equivalencies

Attributes Co-operative Education

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1
Course Topics

	WKT 460
Course ID	026924
Short Title	Work Term IV Accounting
Long Title	Work Term IV - Accounting
Long Descr	Selected and approved co-op students will have completed up to semester 7 of the School of Accounting and Finance program requirements with a clear standing. Enrolment in this course is conditional on the student obtaining and accepting a co-op placement offer from an approved corporate partner. The co-op position must relate to Accounting. Work that engages students at the highest level of complexity is encouraged. The student will be using the skills they picked up from WKT 360 and applying them to the new position. This course is graded on a pass/fail basis.
Academic Org	Accounting and Finance
Components	Lecture: 1.00
Requisites	
Equivalencies	
Attributes	
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Pass/Fail
Hegis Code	
GPA Weight	0.00/0.00
Billing Units	0.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

ACC 100

Course ID 001968

Short Title Intro Financial Accounting

Long Title Introductory Financial Accounting

Long Descr The course is designed to give students a basic understanding of accounting for business decisions. Accounting is the language of business. The course will emphasize how transactions impact the accounting equation (Assets = Liabilities + Shareholders' Equity). Detailed journal entries will not be emphasized. Accounting 100 will emphasize the decision-makers or users. The course should be taken by students who don't want to become accountants, but want to gain a basic understanding of accounting.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Antirequisite: ACC 110 and AFA 100

Equivalencies CACC100/CACC107/CYAC101

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ACC 110

Course ID 023303

Short Title Financial Accounting

Long Title Financial Accounting

Long Descr Designed to prepare students for an Accounting Minor, this course will introduce you to the interesting and challenging field of Financial Accounting. This is a language designed to capture, summarize, and communicate the economic facts about an organization in a set of financial statements and the related descriptive notes. The principles of accounting and reporting to various users that are external to the organization and emphasize the decision-makers or users. Financial statement content and the uses and limitations of this information.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Antirequisites: ACC 100 and AFA 100

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics**ACC 333**

Course ID 023531

Short Title Core Concepts of Accounting

Long Title Core Concepts of Accounting

Long Descr This course is for students who have completed ACC 100 and ACC 406 and wish to minor in either Accounting or Finance. This is a demanding course that should prepare you for Intermediate Accounting.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisites: ACC 100 and ACC 406

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ACC 340

Course ID 024350

Short Title Financial Management

Long Title Financial Management

Long Descr A primary purpose of business is to increase shareholder value by satisfying the needs of customers. This course will "follow the money" by examining the sources and uses of financial resources to facilitate the realization of the company's strategic objectives. This course further develops the student's knowledge of accounting and finance including essential concepts that drive business success. Topics include sources of financing, financial statement analysis, strategic budgeting and profit planning, different costs for different purposes, and management control systems. This course is not available to programs within the Ted Rogers School of Management. (Formerly FIN 305)

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: BSM 200; Antirequisites: ACC 100, ACC 110, AFA 100; Not available to Ted Rogers School of Management students.

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ACC 406

Course ID 000647

Short Title Intro Management Accounting

Long Title Introductory Management Accounting

Long Descr Designed for non-accounting majors, this course introduces the basic management accounting concepts to business students. Topics covered provide a good balance between the concepts and procedures used in the accumulation and use of data by management accountants to facilitate planning and decision-making. Cost behaviour and its implications for planning, reporting to management and control is stressed.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: ACC 100 or ACC 110 or AFA 100 or Business Management Special student; Antirequisites: ACC 410, AFA 200, HSM 407, HTA 402

Equivalencies ACC406/ACC303/ACC301

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N
Total Completions 1
Course Topics

ACC 410

Course ID 023304

Short Title Management Accounting

Long Title Management Accounting

Long Descr Designed to prepare students for an Accounting Minor, this course introduces the basic management accounting concepts to business students. Topics covered provide a good balance between the concepts and procedures used in the accumulation and use of data by management accountants to facilitate planning and decision making. Cost behaviour and its implications for planning, reporting to management and control is stressed.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: ACC 110 or AFA 100; Antirequisites: ACC 406 and AFA 200

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ACC 414

Course ID 000263

Short Title Intermediate Accounting I

Long Title Intermediate Accounting I

Long Descr This course reviews and embellishes the financial reporting requirements as presented in generally accepted accounting principles (GAAP). The topics will include revenue recognition and the asset side of the balance sheet. Students should expect to use and expand on the application of all the generally accepted accounting principles and concepts covered in introductory financial and management accounting courses. To be successful in the course, students should be prepared to work independently outside the class sessions.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: ACC 333 or ACC 410 or AFA 200

Equivalencies ACC414/ACC304/ACC501

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ACC 450

Course ID 027289

Short Title Intermediate Financial Acct I

Long Title Intermediate Financial Accounting I

Long Descr This course reviews and embellishes the financial reporting requirements as presented in generally accepted accounting principles (GAAP). The topics will include revenue recognition and the asset side of the balance sheet. Case analysis is integrated, and data analytics are emphasized. Students should expect to use and expand on the application of all the generally accepted accounting principles and concepts covered in introductory financial and management accounting courses. To be successful in the course, students should be prepared to work independently outside the class sessions.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisites: ACC 410 or ACC 333 or AFA 200

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

	ACC 504
Course ID	003018
Short Title	Accounting Cases/Concepts I
Long Title	Accounting Cases and Concepts I
Long Descr	This course begins with a conceptual review of accounting principles, and reviews issues studied in earlier courses such as revenue recognition, the treatment of research and development cost, and insolvency. Students are also introduced to accounting in the not-for-profit sector, and issues in international accounting. This course emphasizes the role of communication in the accounting profession. Critical thinking and problem solving skills are developed through extensive use of case analysis.
Academic Org	Acctng and Fin - Accounting
Components	Lecture: 3.00
Requisites	Corequisite: ACC 514
Equivalencies	ACC504/ACC601
Attributes	
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

ACC 507

Course ID 001370

Short Title Accounting for Managers

Long Title Accounting for Managers

Long Descr This course is intended for students who intend on pursuing a career as a manager in the public or private sector. Managers make use of accounting information when making most operating and financial decisions. It is important that financial and management reporting issues be studied at an advanced level.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: ACC 414

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ACC 514

Course ID 003590

Short Title Intermediate Accounting II

Long Title Intermediate Accounting II

Long Descr This course continues from the ACC 414 coverage of the financial reporting requirements as presented in generally accepted accounting principles. The topics will include liabilities, share capital transactions, earnings per share calculations, adjustments, correction of errors, income taxes, leases, pensions and financial statement analysis. Students should expect to use and expand on the application of generally accepted accounting principles and concepts covered in ACC 414 and introductory financial and management accounting courses. To be successful in the course, students should be prepared to work independently outside the class sessions.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: ACC 414

Equivalencies CACC404/ACC404/CACC514/ACC401

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ACC 521

Course ID 001386

Short Title Auditing

Long Title Auditing

Long Descr An introduction to the auditing standards and procedures developed by the accounting profession. Topics covered include: auditing standards, the audit report, materiality, risk, gathering of evidence and sampling. The course is useful to the student who is interested in the profession of auditing or developing a manager's understanding of auditing.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: ACC 514 or ACC 550

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ACC 522

Course ID 002999

Short Title Taxn Mgrs and Fincl Planners

Long Title Taxation for Managers and Financial Planners

Long Descr Since taxation has an important effect on business decision-making in this course students will study the fundamental principles of the Canadian income tax laws and examine their effect on business decisions and financial planning. The tax treatment of various sources of income, as well as the legislation affecting small businesses will be included in the course. The student will develop decision making skills through numerous situational examples and case analysis.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: ACC 110; Antirequisite: AFA 517

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ACC 550

Course ID 027290

Short Title Intermediate Financial Acct II

Long Title Intermediate Financial Accounting II

Long Descr This course continues from the ACC 450 coverage of the financial reporting requirements as presented in generally accepted accounting principles. The topics will include liabilities, share capital transactions, earnings per share calculations, adjustments, correction of errors, income taxes, leases, pensions and financial statement analysis. Students should expect to use and expand on the application of generally accepted accounting principles and concepts covered in ACC 450 and introductory financial and management accounting courses. This course extensively use cases based on mimic or real business scenarios. Students should be prepared to work independently outside the class sessions to be successful in the course.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisites: ACC 450

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1
Course Topics

	ACC 605
Course ID	005309
Short Title	Public Sector Accounting
Long Title	Public Sector Accounting
Long Descr	A study of the role of accounting in the not-for-profit and public sectors. Particular attention will be given to fund accounting and typical financial statements.
Academic Org	Acctng and Fin - Accounting
Components	Lecture: 3.00
Requisites	Prerequisite: ACC 414
Equivalencies	
Attributes	
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

ACC 607

Course ID 002551
Short Title Accounting for Small Business
Long Title Accounting for Small Business
Long Descr This course is intended to broaden the student's depth of understanding of particular accounting issues required by small business such as payroll accounting, special employer tax and bank reporting requirements.
Academic Org Acctng and Fin - Accounting
Components Lecture: 3.00
Requisites Prerequisite: ACC 100 or ACC 110
Equivalencies
Attributes
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

ACC 621

Course ID 000533
Short Title Internal Auditing
Long Title Internal Auditing
Long Descr This course examines the role and practice of internal auditing in the Profit and Public Sectors with an emphasis on value for money auditing.
Academic Org Acctng and Fin - Accounting
Components Lecture: 3.00
Requisites Prerequisite: ACC 414
Equivalencies
Attributes
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

ACC 696

Course ID 027344

Short Title Info Sys Audit + Data Analytic

Long Title Information Systems Audit + Data Analytics

Long Descr This course is designed to enhance students' understanding of information systems from their introductory studies and focuses on auditing of information systems and data analytics techniques. Students will be introduced to audit approaches, computer risks, concerns related to internal controls and techniques for evaluating systems and business processes. Students will learn to assess the integrity of data used in various management reports. Students will gain hands on experience with ACL software. Emphasis is on the development of critical thinking and analytical skills through real-life applications. This course will take place in a computer lab.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisites: ITM102

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ACC 703

Course ID 003861

Short Title Advanced Financial Accounting

Long Title Advanced Financial Accounting

Long Descr This course is designed for students pursuing a professional accounting designation, and covers the more complex aspects of financial accounting. The course includes coverage of Long Term Intercompany Investments, Consolidations, Foreign Currency Translations and Reporting of Foreign Operations in accordance with International Financial Reporting Standards (IFRS's). Accounting Standards for Private Enterprises (ASPE) relating to course topics will also be reviewed. A case analysis approach is emphasized.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisites: (ACC 504 and ACC 514) or ACC 550

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1
Course Topics

	ACC 706
Course ID	004960
Short Title	Accounting Theory
Long Title	Accounting Theory
Long Descr	This course studies the theoretical and practical issues encountered in contemporary accounting practice. Selected topics are compared with current industry uses and the CICA Handbook. The development of critical thinking and communications skills is stressed.
Academic Org	Acctng and Fin - Accounting
Components	Lecture: 3.00
Requisites	Prerequisites: ACC 504 and ACC 514
Equivalencies	
Attributes	
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

ACC 742

Course ID 004544

Short Title Canadian Business Taxation I

Long Title Canadian Business Taxation I

Long Descr A detailed examination of the federal income tax law concerning income of individuals from employment, business and property. The implementation of the law and its effects, and issues in tax planning and other practical matters are explored, as well as legal interpretations of the law, through examination of a wide variety of practical problems and cases. Related rules in the Goods and Services Tax Act are also examined. Students should have a knowledge of accounting and business law, and be prepared to spend a minimum of two hours outside of class for every hour in class. (Formerly first half of ACC 042.)

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisites: ACC 514; Antirequisite: ACC 042

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ACC 750

Course ID 027291

Short Title Taxation

Long Title Taxation

Long Descr A detailed examination of the federal income tax law concerning income of individuals from employment, business, property and other sources. The implementation of the tax law and its effects on both large and small corporations, their shareholders, and their business and financial decisions are also covered. Taxation of partnerships, trusts, and the Goods and Services Tax are examined. Issues in tax planning and other practical matters are explored, as well as legal interpretations of the law, through examination of a wide variety of practical problems and cases. Students should have a knowledge of accounting and business law, and be prepared to spend a minimum of three hours outside of class for every hour in class.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisites: ACC 550

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

ACC 801

Course ID 000112

Short Title Intermed Cost and Mgmt Acctng

Long Title Intermediate Cost and Management Accounting

Long Descr This course will provide a comprehensive study of costing for decision making, planning and performance evaluation. Emphasis will be placed on cost allocation methods, capital budgeting and transfer pricing.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: ACC 410 or ACC 333; Antirequisite: EMS 303
Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ACC 803

Course ID 001897

Short Title Advanced Management Accounting

Long Title Advanced Management Accounting

Long Descr Explores the design, use and implications of the planning and control systems used by management to evaluate operating performance. The following issues are dealt with: variations between profit and not-for-profit sectors; decision making under uncertainty; pricing decisions; cost centres and profit centres; organizational behavioural aspects of management accounting systems.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: ACC 801

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ACC 821

Course ID 004918

Short Title Advanced Auditing

Long Title Advanced Auditing

Long Descr This course expands on areas covered in an introductory auditing course. Topics include audit strategy, comprehensive auditing, professional judgment, small businesses and not-for-profit auditing. Current literature from professional journals will form an integral part of the material. The course is required for those individuals planning a career in external auditing.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: ACC 521

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ACC 842

Course ID 003061

Short Title Canadian Business Taxation II

Long Title Canadian Business Taxation II

Long Descr A further examination of the federal income tax law, dealing with its implementation and effects on both large and small corporations, their shareholders, and their business and financial decisions. Practical tax planning issues are explored, as well as interpretations of the law, in a wide variety of problems and cases. Taxation of partnerships, trusts, and the Goods and Services Tax are also examined. (Formerly second half of ACC 042.)

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: ACC 742

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFA 100

Course ID 024694

Short Title Intro. Financial Accounting

Long Title Introductory Financial Accounting

Long Descr This course introduces students to the interesting and challenging field of Financial Accounting. Financial Accounting is a language designed to capture, summarize, and communicate the economic facts about an organization in a set of financial statements and the related descriptive notes. The course will focus on the principles of accounting and reporting to various users that are external to the organization. AFA 100 will emphasize the decision-makers or users. You will learn what information is provided in financial statements and the uses and limitations of this information to various decision-makers. Critical thinking and problem solving skills are developed through use of case analysis.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Available only to School of Accounting and Finance students

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics**AFA 200**

Course ID 024695

Short Title Intro. Management Accounting

Long Title Introductory Management Accounting

Long Descr Management accounting focuses on analyzing, interpreting and communicating financial information to internal users. Using managerial accounting, managers within an organization are able to make well-informed and future oriented business decisions such as how to control costs and maximize profit. In this course you will be introduced to a variety of management accounting tools, such as budgeting, which are used to plan for future operations and evaluate past performance.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: AFA 100; Antirequisite: ACC 406

Equivalencies

Attributes Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFA 300

Course ID 024696

Short Title Inter. Financial Accounting I

Long Title Intermediate Financial Accounting I

Long Descr An extensive study of financial accounting theory, concepts and processes under International Financial Reporting Standards (IFRS) and Accounting Standards for Private Enterprises (ASPE). This course introduces the use of case studies to develop both technical proficiency and critical thinking through the application of accounting concepts. Topics include the conceptual framework and accounting choices, financial statements, revenue and expense recognition and current assets.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: AFA 100 or AFA 200

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFA 350

Course ID 027292

Short Title Acct. for Finance Professional

Long Title Accounting for Finance Professionals

Long Descr This course builds on the basic foundations provided in AFA100 Introductory Financial Accounting. It is an intermediate-level course that is specially designed for finance students to read, analyze, interpret, and evaluate financial statement information. This course will take an international perspective and focus on both International Financial Reporting Standards (IFRS) and Generally Accepted Accounting Principles in the United States (US GAAP).

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: AFA 100; Antirequisite: AFA 300, AFA 400, AFA 500

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFA 400

Course ID 024697

Short Title Inter. Financial Accounting II

Long Title Intermediate Financial Accounting II

Long Descr "This course continues the in-depth study of accounting theory, concepts and processes under both International Financial Reporting Standards (IFRS) and Accounting Standards for Private Enterprises (ASPE). Students will continue to develop their understanding of the case analysis framework through the application of technical knowledge and professional judgement in complex case studies. Topics include accounting for long-lived assets, investments, current liabilities, long-term debt and shareholders' equity.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: AFA 300

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFA 500

Course ID 024698

Short Title Inter. Fin. Accounting III

Long Title Intermediate Financial Accounting III

Long Descr This last course in intermediate financial accounting continues the in-depth study of accounting theory, concepts and processes under International Financial Reporting Standards (IFRS) and Accounting Standards for Private Enterprises (ASPE). Students will further develop technical proficiency and critical thinking through the application of multi-concept case studies incorporating topics from all three intermediate financial accounting courses. Topics include income taxes, pensions, leases, accounting changes, earnings per share, financial statement analysis and the cash flow statement. Critical thinking and problem solving skills are developed through extensive use of case analysis.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: AFA 400

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFA 511

Course ID 025403

Short Title Ethics + Sustainability in Acc

Long Title Ethics and Sustainability in Accounting

Long Descr This course explores the ethical, sustainable, and societal dimensions of accounting at individual, organizational, and societal levels. Students will study aspects such as accounting ethics, corporate social responsibility, the influence of accounting on social structures, and their role in exacerbating or mitigating issues like inequality and sustainability. From scrutinizing the CPA Professional Code of Conduct to investigating ethical investing and climate change, the course equips future accountants to maintain integrity and responsibility in their professional roles.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisites: AFA 300

Equivalencies

Attributes Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N
Total Completions 1
Course Topics

AFA 517

Course ID 024699

Short Title Taxation: Mgmt and Fin Planner

Long Title Taxation for Managers and Financial Planners

Long Descr Since taxation has an important effect on business decision-making in this course students will study the fundamental principles of the Canadian income tax laws and examine their effect on business decisions and financial planning. The tax treatment of various sources of income, as well as the legislation affecting small businesses will be included in the course. The student will develop decision making skills through numerous situational examples and case analysis.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: AFA 100; Antirequisite: ACC 522

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFA 518

Course ID 024700

Short Title Auditing

Long Title Auditing

Long Descr An introduction to the auditing standards and procedures developed by the accounting profession. Topics covered include: auditing standards, the audit report, materiality, risk, gathering of evidence and sampling. The course is useful to the student who is interested in the profession of auditing or developing a manager's understanding of auditing.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: AFA 400

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFA 615

Course ID 024701

Short Title Accounting for Nonprofits

Long Title Public Sector and Nonprofit Accounting

Long Descr This course studies the role of accounting in the public and nonprofit sectors. The course introduces the fundamentals of accounting for government and nonprofit organizations, and emphasizes issues related to fund accounting and typical financial statements.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisites: AFA 400

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFA 619

Course ID 024703

Short Title Inter. Management Accounting

Long Title Intermediate Management Accounting

Long Descr This course, built on Introductory Management Accounting, expands the ability to prepare and use relevant information in making effective management decisions. It provides a comprehensive study of various methods and techniques for cost management, revenue management, and performance management. Emphasis will be placed on costing systems, cost classifications, cost allocations, pricing decisions, revenue models, sensitivity analysis, and performance measurement tools. Critical thinking and problem solving skills are developed through extensive use of case analysis.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: AFA 100 and AFA 200

Equivalencies

Attributes Case Studies, Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFA 620

Course ID 027054

Short Title Data Analytics and Info Syst.

Long Title Data Analytics and Info Systems

Long Descr This course is designed to enhance students' understanding of information systems from their introductory studies and focusses on auditing of information systems and data analytics techniques. Students will be introduced to audit approaches, computer risks, concerns related to internal controls and techniques for evaluating systems and business processes. Students will learn to assess the integrity of data used in various management reports. Students will gain hands on experience with ACL software. Emphasis is on the development of critical thinking and analytical skills through real-life applications. This course will take place in a computer lab.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: ITM 102; Antirequisite: ITM 696

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N
Total Completions 1
Course Topics

AFA 706

Course ID 024705

Short Title Financial Accounting Theory

Long Title Financial Accounting Theory

Long Descr This course studies the theoretical and practical issues encountered in contemporary accounting practice. With an emphasis on developing critical thinking and communications skills. Some of the topics include decision usefulness, efficient securities markets, and agency theory. Economic and political issues relating to the accounting standard-setting process will also be covered.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: AFA 500

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFA 708

Course ID 025402

Short Title Forensic Acct / Internal Audit

Long Title Forensic Accounting and Internal Audit

Long Descr This course is designed to introduce knowledge about the topics of the risks of financial frauds as well as the manager's responsibility for fraud prevention, detection and investigation. Specifically, this course will focus on the common types of accounting and financial frauds, the factors that will lead to their occurrence, how accounting systems and financial statements can be manipulated fraudulently, how management can prevent and detect frauds, and how management should cooperate with auditors and investigators.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisites: AFA 300

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFA 716

Course ID 024706

Short Title Adv Financial Acct Disclosure

Long Title Advanced Financial Acct. and Disclosure

Long Descr This course is designed for students pursuing a professional accounting designation, and covers the more complex aspects of financial accounting. The course includes coverage of Inter-corporate Investments, Consolidations, Foreign Currency Transactions and Reporting of Foreign Operations. The International Financial Reporting Standards (IFRS) will be examined for all course topics, and the key differences between these standards and the Canadian Accounting Standards for Private Enterprises (ASPE) will also be discussed. Case analysis and data analytics are emphasized.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: AFA 500

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics**AFA 717****Course ID** 024707**Short Title** Canadian Income Taxation I**Long Title** Canadian Income Taxation I

Long Descr A detailed examination of the federal income tax law concerning income of individuals from employment, business and property. The implementation of the law and its effects, and issues in tax planning and other practical matters are explored, as well as legal interpretations of the law, through examination of a wide variety of practical problems and cases. Related rules in the Goods and Services Tax Act are also examined. Students should have a knowledge of accounting and business law, and be prepared to spend a minimum of two hours outside of class for every hour in class.

Academic Org Acctng and Fin - Accounting**Components** Lecture: 3.00**Requisites** Prerequisite: AFA 500**Equivalencies****Attributes****Dept Consent** No Special Consent Required**Drop Consent** No Special Consent Required**Dynamic Date** TRANSITION**Grd Basis** Graded**Hegis Code****GPA Weight** 1.00/1.00**Billing Units** 1.0**Course Count** 1.0**Repeat for Credit** N**Total Completions** 1**Course Topics**

AFA 817

Course ID 024708

Short Title Canadian Income Taxation II

Long Title Canadian Income Taxation II

Long Descr A further examination of the federal income tax law, dealing with its implementation and effects on both large and small corporations, their shareholders, and their business and financial decisions. Practical tax planning issues are explored, as well as interpretations of the law, in a wide variety of problems and cases. Taxation of partnerships, trusts, and the Goods and Services Tax are also examined.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: AFA 717

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFA 819

Course ID 024710

Short Title Advanced Management Accounting

Long Title Advanced Management Accounting

Long Descr This course continues to explore management's information needs, emphasizing planning and control systems used in long-term strategic decision making. Prominence is given to the study of capital budgeting, transfer pricing, inventory management, performance evaluation measures, and the balanced scorecard. Strategic decision-making is integrated into case scenarios, providing opportunities to apply management accounting tools in real-world situations.

Academic Org Acctng and Fin - Accounting

Components Lecture: 3.00

Requisites Prerequisite: AFA 619

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFF 210

Course ID 024711

Short Title Principles of Finance I

Long Title Principles of Finance I

Long Descr This course develops the concepts that financial foundation for all upper level AFF finance courses. Students are first introduced to the concept of the time value of money, discounted cash flows and risk and return. Students are given a thorough introduction to the mathematics of asset valuation, capital budgeting, and risk management, working capital management and performance assessment. The course makes extensive use of computer spreadsheet software as a pedagogical technique.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisites: QMS 130; Available only to School of Accounting and Finance students.

Equivalencies

Attributes Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFF 310

Course ID 024712

Short Title Principles of Finance II

Long Title Principles of Finance II

Long Descr The objective of this course is to study the major functions of the financial manager. These activities include leasing, mergers and acquisitions, cost of capital, capital structure decisions and dividend policy. Selected topics in finance may also be covered. The course covers both the theory and empirical evidence related to the financial policies of the firm. The course builds on the tools introduced in AFF 210. Case studies may be used to develop the ability to make financial decisions under uncertainty.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: AFF 210

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFF 410

Course ID 024713

Short Title Derivative Securities

Long Title Derivative Securities

Long Descr This course is entirely dedicated to studying derivative securities-forward and futures contracts and how they modify the risk characteristics of a portfolio, how the exchange, clearing house and marketing to market systems work, arbitrage pricing, relationships, interest rate and currency swaps and the use of various types of options contracts and their use for hedging risk.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisites: AFF 310 and (QMS 202 or QMS 210 or QMS 230); Antirequisite: FIN 601

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFF 420

Course ID 025866

Short Title Principles of Finance III

Long Title Principles of Finance III

Long Descr This course examines various valuation approaches and models in details, including intrinsic valuation, relative valuation, and contingent claim valuation. Financial options and their applications in valuation and risk management are explored. Methodologies for applying valuation models to complex issues, such as distress costs for financially troubled companies, are also discussed. EXCEL skills introduced in AFF 210 and AFF 310 are extended and reinforced.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: AFF 310

Equivalencies

Attributes Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFF 501

Course ID 024714

Short Title Investment Analysis

Long Title Investment Analysis

Long Descr This course is designed to give students an overview of both security analysis and portfolio management. The course covers the valuation of common stock, Treasury bills and bonds, the trade-off between risk and return, the efficient market hypothesis, modern portfolio theory, equilibrium pricing relationships, and the evaluation of portfolio performance.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: AFF 310; Antirequisite: FIN 501

Equivalencies

Attributes Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFF 502

Course ID 024730

Short Title Personal Financial Planning

Long Title Personal Financial Planning

Long Descr This course introduces a framework of basic principles and the financial planning techniques used in professional practice. Topics include setting goals and budgeting, family life cycle, taxation, insurance, managing credit and debt, home ownership and investment principles and types.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: AFF 210; Antirequisite: FIN 502

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFF 505

Course ID 026092

Short Title Islamic Finance

Long Title Islamic Finance

Long Descr This course is designed to give students an overview of Islamic Finance. We define the basic concepts underlying Islamic Finance. We compare Islamic Finance to conventional Finance, both in theory and in practice. We also introduce students to the tools used in Islamic Finance and look at the growth and spread of Islamic Finance around the world. Finally we look briefly at the regulation and governance of actors and institutions in the field.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: AFF 310; Antirequisite: FIN 205

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFF 512

Course ID 024731

Short Title Risk Management and Insurance

Long Title Risk Management and Insurance

Long Descr This course looks at risk exposures and how these risks are addressed. Risk management is a life-long process that involves five steps: identification, evaluation, control, financing and monitoring. Risks can be managed with control techniques or can be financed using insurance. The course covers different types of insurance, both life, health and disability, and property, home and automobile insurance. Included are methods to calculate insurance needs.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: AFF 210

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFF 514**Course ID** 024716**Short Title** Financial Modeling I**Long Title** Financial Modeling I

Long Descr This course will provide students with an introduction to effectively using Excel to solve many common problems that arise in finance. The course will provide students with an overview of what is involved in creating an effective financial model. Students will then apply these financial modeling guidelines to a variety of financial problems. The student will gain an insight into how to more effectively use Excel to analyze some common financial problems. In addition the student will learn how through effective financial modeling solutions to financial problems, can be tested to see how sensitive the solution is to the assumptions made in the model. As well, the student will learn how to present clearly and effectively the results of their financial modeling analysis. The student may be given an introduction to Visual Basic and how it can add to the effectiveness of financial modeling with Excel.

Academic Org Acctng and Fin - Finance**Components** Laboratory: 3.00**Requisites** Prerequisite: AFF 210; Antirequisite: FIN 631**Equivalencies**

Attributes Lab Work
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

AFF 604

Course ID 024717

Short Title Ethics in Finance

Long Title Ethics in Finance

Long Descr This course introduces students to the practices and codes of conduct involved in the finance function. The course covers ethical issues and the roles of the corporate financial manager, other stakeholders and other participants in the investment industry. Readings and regulations from both academia and practice will be used to illustrate theory. Cases and speakers will be employed to bring a real world perspective to the classroom.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: AFF 210; Antirequisite: FIN 800

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFF 611

Course ID 024718

Short Title Fixed Income Securities

Long Title Fixed Income Securities

Long Descr This specialized course in fixed income securities will start by reviewing fixed income markets, discount factors, pricing, yield, duration, convexity, and the term structure of interest rates. The second part of the course looks at the use of binomial trees and the Monte-Carlo methodology in the pricing and hedging of a variety of fixed income securities and their derivatives.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisites: AFF 501; Antirequisite: FIN 611

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFF 621

Course ID 024720

Short Title Microstructure, Algo trading

Long Title Market Microstructure, Algorithm Trading

Long Descr This course delivers the relevant knowledge concerning market microstructure and computer aided high frequency trading. It provides the theoretical background and analytic tools necessary to sound decision making in trading stocks, fixed income securities, commodities, and futures and options. It also discusses the implementation of trading strategies with investment objectives, the balance between risk management and return maximization.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Corequisites: AFF 501; Antirequisite: FIN 521

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFF 624

Course ID 024721

Short Title International Finance

Long Title International Finance

Long Descr This course extends corporate finance and investment-related topics to the international setting. The overriding theme will be the exposure of multinational corporations and investors to the risk of varying exchange rates. Topics include: international financial markets (i.e., euro currency, bond and equity markets), various parity relationships, forecasting exchange rates, managing exposure to changing exchange rates, multinational capital budgeting and multi-national cost of capital.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: AFF 310; Antirequisite: FIN 621

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFF 704

Course ID 024722

Short Title Financial Intermediation

Long Title Financial Intermediation

Long Descr This course gives the student an introduction to the subject of financial intermediation. Each of the four pillars of the financial system is looked at in some depth including the effect of recent changes in the financial system and regulations. Topics include: Why are financial institutions special? How does a deposit-taking institution work? What risks does it face? Some of the risks include liquidity risk, interest rate risk, market risk and credit risk. How are these risks measured and controlled?

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: AFF 310; Antirequisite: FIN 701

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFF 711

Course ID 024723

Short Title Advanced Portfolio Management

Long Title Advanced Portfolio Management

Long Descr Portfolio management requires an integration of skills in financial statement analysis, economic analysis, quantitative analysis, taxation and the valuation of equity and fixed income securities. Topics include the interrelation of economic and market conditions, security valuation techniques, the specific requirements of individual and institutional investors, development of suitable investment policies, construction of multi-asset portfolios that meet the investors' requirements and circumstances, implementation of the plan, monitoring the profile, responding to change, and the measurement and evaluation of performance.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisites: AFF 501; Antirequisite: FIN 711

Equivalencies

Attributes External Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFF 713

Course ID 024724

Short Title Advanced Corporate Finance

Long Title Advanced Corporate Finance

Long Descr Through the extensive use of case study methodology, we will tackle a variety of corporate finance issues, including some of financial analysis, capital budgeting, capital structure, valuation, mergers and acquisitions, dividend policy, the cost of capital and risk management. Practical solutions to real world financial issues will be explored. Current topics in Finance will also be discussed.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisites: AFF 310; Antirequisite: FIN 710

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics**AFF 714****Course ID** 024725**Short Title** Financial Modeling II**Long Title** Financial Modeling II

Long Descr This course will provide students with an introduction to effectively using Excel to solve many common problems that arise in finance and investments. The course will provide students with an overview of what is involved in creating an effective financial model. Students will then apply these financial modeling guidelines to a variety of investment problems. The student will also be given an introduction to Visual Basic and how it can add to the effectiveness of financial modeling with Excel. The student will gain an insight into how to more effectively use Excel to analyze some common investment problems. In addition the student will learn how through effective financial modeling solutions to financial problems, can be tested to see how sensitive the solution is to the assumptions made in the model. As well, the student will learn how to present clearly and effectively the results of their financial modeling analysis. The course will build upon what the student has learned in AFF 514.

Academic Org Acctng and Fin - Finance**Components** Laboratory: 3.00

Requisites Prerequisites: AFF 501 and AFF 514; Antirequisite: FIN 731
Equivalencies

Attributes**Dept Consent** No Special Consent Required**Drop Consent** No Special Consent Required**Dynamic Date** TRANSITION**Grd Basis** Graded**Hegis Code****GPA Weight** 1.00/1.00**Billing Units** 1.0**Course Count** 1.0**Repeat for Credit** N**Total Completions** 1**Course Topics**

AFF 811

Course ID 024727

Short Title Financial Risk Management

Long Title Financial Risk Management

Long Descr This course examines how risks are quantified and managed by financial institutions. It provides an overview of international regulatory rules for financial institutions and the mathematics of downside risk measures. Using this framework, methods for measuring and controlling market risk, credit risk, and operational risk are examined. Additional topics include risk adjusted return on capital and lessons learned from large losses by financial institutions.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisites: AFF 410; Antirequisite: FIN 801

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

AFF 813

Course ID 024729

Short Title Mergers and Acquisitions

Long Title Mergers and Acquisitions

Long Descr The objective of this course is to train students in the art of financial statement analysis and its application in credit analysis and business valuation. The course is extremely applied and comprehensive.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisites: AFF 310; Antirequisite: FIN 810

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FIN 65A

Course ID 026670

Short Title Applied Investment Mgmt-A

Long Title Applied Investment Management I-A

Long Descr This course extends the in-class knowledge that students have gained from their Investments course. It provides real-life learning in equity research, financial analysis, stock selection, and portfolio management through hands-on experience with a real-money portfolio. Students will take on the role of Analysts and be introduced to principles and procedures for operating an investment fund. They will assist Portfolio Managers (students enrolled in FIN 75A/B) in updating holdings, providing research reports, and making investment decisions. See teaching department for consent criteria.

Academic Org Acctng and Fin - Finance

Components Lecture: 1.50

Requisites

Equivalencies

Attributes

Dept Consent Department Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Multi-Term Course: Not Graded

Hegis Code

GPA Weight 0.00/0.00

Billing Units 1.0

Course Count 0.0

Repeat for Credit N

Total Completions 1

Course Topics

FIN 65B

Course ID 026671

Short Title Applied Investment Mgmt-B

Long Title Applied Investment Management I-B

Long Descr This course extends the in-class knowledge that students have gained from their Investments course. It provides real-life learning in equity research, financial analysis, stock selection, and portfolio management through hands-on experience with a real-money portfolio. Students will take on the role of Analysts and be introduced to principles and procedures for operating an investment fund. They will assist Portfolio Managers (students enrolled in FIN 75A/B) in updating holdings, providing research reports, and making investment decisions.

Academic Org Acctng and Fin - Finance

Components Lecture: 1.50

Requisites Prerequisites: FIN 65A

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics**FIN 75A****Course ID** 026668**Short Title** Appl. Investment Mgmt II-A**Long Title** Applied Investment Management II-A

Long Descr This course builds on the experiential learning experience that students have gained in FIN 65A/B. It deepens students' understanding of operating an investment fund with a real-money portfolio. Students will take on the role of Portfolio Managers and lead their groups in recommending optimal investment decisions with respect to the securities of their assigned industry sectors. They will work with Analysts (students enrolled in FIN 65 A/B) in meeting all monitoring, compliance and reporting requirements. See teaching department for consent criteria.

Academic Org Acctng and Fin - Finance**Components** Lecture: 1.50**Requisites**
Equivalencies

Attributes
Dept Consent Department Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Multi-Term Course: Not Graded
Hegis Code
GPA Weight 0.00/0.00
Billing Units 1.0
Course Count 0.0
Repeat for Credit N
Total Completions 1
Course Topics

FIN 75B

Course ID 026669

Short Title Appl. Investment Mgmt II-B

Long Title Applied Investment Management II-B

Long Descr This course builds on the experiential learning experience that students have gained in FIN 65A/B. It deepens students' understanding of operating an investment fund with a real-money portfolio. Students will take on the role of Portfolio Managers and lead their groups in recommending optimal investment decisions with respect to the securities of their assigned industry sectors. They will work with Analysts (students enrolled in FIN 65 A/B) in meeting all monitoring, compliance and reporting requirements.

Academic Org Acctng and Fin - Finance

Components Lecture: 1.50

Requisites Prerequisites: FIN 75A

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FIN 205

Course ID 024941

Short Title Islamic Finance

Long Title Islamic Finance

Long Descr This course is designed to give students an overview of Islamic Finance. We define the basic precepts underlying Islamic finance. We compare Islamic Finance to conventional Finance, both in theory and in practice. We also introduce students to the tools used in Islamic Finance and look at the growth and spread of Islamic Finance around the world. Finally we look briefly at the regulation and governance of actors and institutions in the field.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: FIN 300; Antirequisite: AFF 505

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FIN 300

Course ID 003421

Short Title Managerial Finance I

Long Title Managerial Finance I

Long Descr Students are introduced to the major concepts in finance and investments which are the time value of money, discounted cash flows, and risk and return. Students are given a thorough introduction to the mathematics of asset valuation. In addition, students learn how individual investors assess and reduce the risk associated with their investment decisions. The course examines how firms make investment decisions. The investment decision allocates scarce resources to projects in the firm, and involves financial forecasting, asset valuation, capital budgeting, risk management, working capital management and performance assessment.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: ACC 100 or ACC 110 or ACC 340 or AFA 100 or Direct Entry;
Antirequisites: AFF 210, ECN 320, HTA 602

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FIN 401

Course ID 005208

Short Title Managerial Finance II

Long Title Managerial Finance II

Long Descr This course builds on the material in Finance 300. Students learn how firms assess risk when making investment decisions. Students also examine how firms decide to finance projects they assess as being worthwhile. This decision involves capital structure, dividend policy, financial instruments, risk-return trade-offs, financial planning and the cost of capital. In addition, students are introduced to derivatives, and their uses in investments, risk-management, and capital structure. Firm management in an international context is integrated into the topics covered in the course.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: FIN 300 or AFF 210 or ECN 320 or HTA 602; Antirequisite: AFF 310

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FIN 501

Course ID 003309

Short Title Investment Analysis

Long Title Investment Analysis

Long Descr This course is designed to give students an overview of both security analysis and portfolio management. The course covers the valuation of common stock, Treasury bills and bonds, the trade-off between risk and return, the efficient market hypothesis, modern portfolio theory, equilibrium pricing relationships, and the evaluation of portfolio performance. Playing an investment challenge game is a requirement of the course.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: FIN 401 or AFF 310; Antirequisite: AFF 501

Equivalencies

Attributes External Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FIN 502

Course ID	004605
Short Title	Personal Financial Planning
Long Title	Personal Financial Planning
Long Descr	This course introduces a framework of basic principles and the financial planning techniques used in professional practice. Topics include setting goals and budgeting, family life cycle, taxation, insurance, managing credit and debt, home ownership and investment principles and types.
Academic Org	Acctng and Fin - Finance
Components	Lecture: 3.00
Requisites	Prerequisite: FIN 300 or HTA 602 or AFF 210; Antirequisite: AFF 502
Equivalencies	
Attributes	
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

FIN 510

Course ID 002176

Short Title Small Business Finance

Long Title Small Business Finance

Long Descr In Canada, the majority of new jobs are created by small, entrepreneurial firms. The financial issues confronting entrepreneurial firms are very different from those that face large established companies. The focus of this course will be on analyzing the unique financial issues which face entrepreneurial firms.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: FIN 401 or AFF 310; Antirequisite: ENT 511

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FIN 512

Course ID 005383

Short Title Risk Management and Insurance

Long Title Risk Management and Insurance

Long Descr This course looks at risk exposures and how these risks are addressed. Risk management is a life-long process that involves five steps: identification, evaluation, control, financing and monitoring. Risks can be managed with control techniques or can be financed using insurance. The course covers different types of insurance, both life, health and disability, and property, home and automobile insurance. Included are methods to calculate insurance needs.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: FIN 300 or AFF 210 or HTA 602

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FIN 521

Course ID 005959

Short Title Advanced Investment Management

Long Title Advanced Investment Management

Long Descr This course enhances and extends the understanding of the basic investment and option theory. It provides a rigorous theoretical background and introduces the analytic tools necessary for sound decision making in a financial trading environment, stretching from investor behaviour to hedging strategies and noise trading using individual securities including stocks, fixed income securities, commodities, currencies, and futures and options.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisites: FIN 501 and FIN 502; Antirequisite: AFF 621

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FIN 562

Course ID 022829

Short Title Personal Finance

Long Title Personal Finance

Long Descr This course teaches personal financial planning to students who may not have a strong math ability and/or interest so they will be better able to manage and plan their own finances and provide informed support to middle and lower-income clients. Topics include: steps in the financial planning process, budgeting, formulating financial goals, using tax rules to your advantage, debt and credit management, home-buying, insurance, investing fundamentals, planning for retirement and basic issues in estate planning.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Antirequisite: FIN 502

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FIN 601

Course ID 003567

Short Title Derivatives

Long Title Derivatives

Long Descr This course is entirely dedicated to studying derivative securities-forward and futures contracts and how they modify the risk characteristics of a portfolio, how the exchange, clearing house and marketing to market systems work, arbitrage pricing, relationships, interest rate and currency swaps and the use of various types of options contracts and their use for hedging risk.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: FIN 501; Antirequisite: AFF 410

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FIN 610

Course ID 003860

Short Title Short Term Fincl Mgmt

Long Title Short-Term Financial Management

Long Descr This course acquaints students with the techniques and practices of short-term corporate finance. The course investigates the role of cash and marketable securities, accounts receivables, inventory, accounts payable and other short term debt. The importance of good forecasting techniques and the nature of the banking relationship will be emphasized.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: FIN 401

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FIN 611

Course ID 000472

Short Title Fixed Income Securities

Long Title Fixed Income Securities

Long Descr This course examines some of the emerging ideas in investment management. Students will review recent, theoretical and empirical developments in investments management. By the end of the course, the students will have learned the necessary skills to examine a large number of investment strategies using currently available resources.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: FIN 501; Antirequisite: AFF 611

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FIN 612

Course ID 000963

Short Title Retirement and Estate Planning

Long Title Retirement and Estate Planning

Long Descr This course covers the issues that affect financial needs at retirement-inflation and taxation. Various vehicles for savings for retirement are examined including both private and employer-sponsored. The course also examines ways to withdraw savings at retirement. Estate planning looks at ways to ensure that assets are distributed both in accordance with one's wishes and for the maximum benefit of one's heirs.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Corequisite: FIN 502 or AFF 502; Antirequisite: AFF 612

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FIN 621

Course ID 001265

Short Title International Finance

Long Title International Finance

Long Descr This course will extend the corporate finance material of FIN 401 and the investment-related topics of FIN 501 to the international setting. The overriding theme will be the exposure of multinational corporations and investors to the risk of varying exchange rates. Topics include: international financial markets (i.e., euro currency, bond and equity markets), various parity relationships, forecasting exchange rates, managing exposure to changing exchange rates, multinational capital budgeting and multi-national cost of capital. (Formerly IBS 621)

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: FIN 401; Antirequisite: AFF 624

Equivalencies IBS621/FIN621

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FIN 631

Course ID 023510

Short Title Financial Modeling I

Long Title Financial Modeling I

Long Descr This course will provide students with an introduction to effectively using Excel to solve many common problems that arise in finance. The course will provide students with an overview of what is involved in creating an effective financial model. Students will then apply these financial modeling guidelines to a variety of financial problems. The student will gain an insight into how to more effectively use Excel to analyze some common financial problems. In addition the student will learn how through effective financial modeling solutions to financial problems, can be tested to see how sensitive the solution is to the assumptions made in the model. As well, the student will learn how to present clearly and effectively the results of their financial modeling analysis. The student may be given an introduction to Visual Basic and how it can add to the effectiveness of financial modeling with Excel.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: FIN 300 or ECN 320; Antirequisite: AFF 514

Equivalencies

Attributes Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FIN 650

Course ID 027703

Short Title App Investment Mgmt I

Long Title Applied Investment Management I

Long Descr This course extends the in-class knowledge that students have gained from their Investments course. It provides real-life learning in equity research, financial analysis, stock selection, and portfolio management through hands-on experience with a real-money portfolio. Students will take on the role of analysts and be introduced to principles and procedures for operating an investment fund. They will assist portfolio managers (students enrolled in FIN 750) in updating holdings, providing research reports, and making investment decisions. See teaching department for consent criteria.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent Department Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FIN 699

Course ID 026552

Short Title Introduction to FinTech

Long Title Introduction to FinTech

Long Descr This course serves as an introduction to the various topics in Financial Technology (FinTech). Rather than covering a single topic in detail, this course aims to provide a broad introduction to the different areas of FinTech. Topics to be covered include the current role of FinTech in financial services industry, blockchain and distributed ledgers from a technology perspective, the cryptocurrency market as an emerging asset class, and newly developed methods in the financial decision makings.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: AFF 501 or FIN 501

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

FIN 701

Course ID 000347

Short Title Financial Intermediation

Long Title Financial Intermediation

Long Descr This course gives the student an introduction to the subject of financial intermediation. Each of the four pillars of the financial system is looked at in some depth including the effect of recent changes in the financial system and regulations. Topics include: Why are financial institutions special? How does a deposit-taking institution work? What risks does it face? Some of the risks include liquidity risk, interest rate risk, market risk and credit risk. How are these risks measured and controlled?

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: FIN 401; Antirequisite: AFF 704
Equivalencies

Attributes
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

FIN 710

Course ID 001568
Short Title Advanced Corporate Finance
Long Title Advanced Corporate Finance
Long Descr In this course, financial theory will be applied to a variety of corporate finance issues including capital structure policy, dividend policy, corporate valuation, securities valuation, risk management, option pricing applications and mergers and acquisitions. Practical solutions to real world financial issues will be explored.
Academic Org Acctng and Fin - Finance
Components Lecture: 3.00
Requisites Prerequisite: FIN 501; Antirequisite: AFF 713
Equivalencies
Attributes
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

FIN 711

Course ID 004951
Short Title Advanced Portfolio Management
Long Title Advanced Portfolio Management
Long Descr Portfolio management requires an integration of skills in financial statement analysis, economic analysis, quantitative analysis, and the valuation of equity etc. Topics include the interrelation of economic and market conditions, asset pricing models, security valuation techniques, development of optimal investment strategy, construction of multi-asset portfolios that meet the investors' requirements and risk preference, implementation of portfolio re-balancing, and the measurement and evaluation of performance.
Academic Org Acctng and Fin - Finance
Components Lecture: 3.00
Requisites Prerequisite: FIN 501; Antirequisite: AFF 711
Equivalencies
Attributes Lab Work
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

FIN 731

Course ID 023512

Short Title Financial Modeling II

Long Title Financial Modeling II

Long Descr This course will provide students with an introduction to effectively using Excel to solve many common problems that arise in finance and investments. The course will provide students with an overview of what is involved in creating an effective financial model. Students will then apply these financial modeling guidelines to a variety of investment problems. The student will also be given an introduction to Visual Basic and how it can add to the effectiveness of financial modeling with Excel. The student will gain an insight into how to more effectively use Excel to analyze some common investment problems. In addition the student will learn how through effective financial modeling solutions to financial problems, can be tested to see how sensitive the solution is to the assumptions made in the model. As well, the student will learn how to present clearly and effectively the results of their financial modeling analysis. The course will build upon what the student has learned in FIN 631.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisites: FIN 501 and FIN 631; Antirequisite: AFF 714

Equivalencies

Attributes Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FIN 750

Course ID 027702

Short Title Appl Investment Mgmt II

Long Title Applied Investment Management II

Long Descr This course builds on the experiential learning experience that students have gained in FIN 650. It deepens students' understanding of operating an investment fund with a real-money portfolio. Students will take on the role of portfolio managers and lead their groups in recommending optimal investment decisions with respect to the securities of their assigned industry sectors. They will work with analysts (students enrolled in FIN 650) in meeting all monitoring, compliance and reporting requirements. See teaching department for consent criteria.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent Department Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FIN 800

Course ID 001732

Short Title Ethics in Finance

Long Title Ethics in Finance

Long Descr This course introduces students to the practices and codes of conduct involved in the finance function. The course covers ethical issues and the roles of the corporate financial manager, other stakeholders and other participants in the investment industry. Readings and regulations from both academia and practice will be used to illustrate theory. Cases and speakers will be employed to bring a real world perspective to the classroom.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: FIN 300; Antirequisite: AFF 604

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FIN 801

Course ID 004517

Short Title Financial Risk Management

Long Title Financial Risk Management

Long Descr This course examines how risks are quantified and managed by financial institutions. It provides an overview of international regulatory rules for financial institutions and the mathematics of downside risk measures. Using this framework, methods for measuring and controlling market risk, credit risk, and operational risk are examined. Additional topics include risk adjusted return on capital and lessons learned from large losses by financial institutions.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisite: FIN 601; Antirequisite: AFF 811

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FIN 810

Course ID 004820

Short Title Corporate Financial Analysis

Long Title Corporate Financial Analysis

Long Descr The objective of this course is to train students in the art of financial statement analysis and its application in credit analysis and business valuation. The course is extremely applied and comprehensive.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisites: ACC 414 and FIN 401 and FIN 710

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FIN 812

Course ID 004454

Short Title Adv Personal Financial Plan

Long Title Advanced Personal Financial Planning

Long Descr This Capstone Course is designed to help students integrate concepts, knowledge and skills acquired in earlier courses. Students will demonstrate a range of professional competencies and communication skills through case studies and oral and written reports. Working in groups, students will develop critical thinking and problem-solving skills and demonstrate their mastery of the material by developing a complete financial plan. Lectures will focus on the practical application and integration of all personal finance topics.

Academic Org Acctng and Fin - Finance

Components Lecture: 3.00

Requisites Prerequisites: ACC 522 and (FIN 501 or AFF 501) and FIN 512 and FIN 612

Equivalencies

Attributes Capstone

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

BSM 100

Course ID 024313

Short Title New Business: Idea to Reality

Long Title The New Business: From Idea to Reality

Long Descr This course is the first in a series of three tracing the evolution of an existing Canadian-based public company from inception to current state. This course focuses on the steps necessary for the idea of a visionary to be transformed into a viable business. Topics include idea generation, understanding the market and customer needs, analyzing the competition, the transition from an informal to a formal organizational structure, financing the business, developing realistic budgets and operating within the political, economic, legal and socio-cultural constraints of the external environment. This course is not available to programs within the Ted Rogers School of Management.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites Not available to Ted Rogers School of Management students.

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

BSM 200

Course ID 024314

Short Title The Growing Bus: Breaking Even

Long Title The Growing Business: Breaking Even

Long Descr This course focuses on the firm as it progresses beyond its startup phase and embraces a more management-focused orientation. Topics covered include governance structures, leadership, human capital recruitment, development and retention, financial stewardship, essential financial tools for decision-making, operations management, industry analysis, strategy development and execution.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites Prerequisites: BSM 100 or RTA 315; Not available to Ted Rogers School of Management students.

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

	BSM 600
Course ID	024348
Short Title	The Mature Business
Long Title	The Mature Business
Long Descr	This course is a capstone for the Business Essentials Minor and part of the Creative Industries Business Module. It focuses on the company as it seeks to dominate its markets. Topics include global expansion, tapping into capital markets, initial public offerings, debt financing, financial control, reporting and accountability, encouraging and managing innovation and change, corporate ethics and social responsibility, reputation management, and strategies to thrive in the dynamic external environment.
Academic Org	TRS Business - Entrepreneur
Components	Lecture: 3.00
Requisites	Prerequisite: BSM 200; Not available to Ted Rogers School of Management students.
Equivalencies	
Attributes	Capstone, Case Studies
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

BUS 600

Course ID 026105

Short Title Intro to Contemp. Bus. Strateg

Long Title Intro to Contemporary Business Strategy

Long Descr The intention of this course is to introduce students to the concepts underlying strategic analysis, in terms of both business strategy and corporate strategy, including long-established tools for environmental/industry analysis and the assessment of an organization's resources and capabilities. Students will also be introduced to more recent theories related to creative disruption, uncertainty, risk, innovation, intrapreneurship, and corporate responsibility and sustainability. Group work will involve in-class strategic simulation exercises.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

BUS 720

Course ID 001942

Short Title Independent Research

Long Title Independent Research

Long Descr The purpose of the independent research elective is to produce an original piece of research that extends knowledge beyond material covered in the Business Management Program. A faculty supervisor guides the student through the project, provides advice, establishes deadlines, and recommends a grade for the completed project. To be allowed to register for BUS 720, the student must obtain pre-approval from a faculty supervisor, create a proposal detailing the project (topic, methodology, and expected outcomes), and obtain approval from both the Chair of the faculty supervisor's department and the Chair of the teaching department. In order to gain these approvals before the semester begins, the following application deadlines shall apply: If elected in the Fall, application must be made before the end of February. If elected in the Winter, application must be made before the end of October. See teaching department for consent criteria.

Academic Org TRS Business - Entrepreneur

Components Laboratory: 3.00

Requisites

Equivalencies

Attributes External Project, Research Project

Dept Consent Department Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

BUS 800

Course ID 001068

Short Title Strategic Management

Long Title Strategic Management

Long Descr Strategic Management is a challenging and exciting course. It serves the function of a capstone course, integrating much of the knowledge gained in other business courses. It is a truly different kind of course. Other courses are concerned with a narrower, more specialized body of knowledge, and as a result are highly structured. Some provide quantitative techniques while others relate to specific skills. The problems and issues of strategy management cover the whole spectrum of business. Weighing the pros and cons of strategy requires a total enterprise perspective and a talent for judging how all of the relevant facts add up. To keep the discussions down to earth, each week real companies will be examined. In addition, the course uses some experiential exercises which may include a simulation. This course is by far the most demanding course in the Business Management Degree and as such it is recommended that students have 10 or fewer courses left to graduate before enrolling in this course. (formerly BUS 700)

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites Prerequisite: AFF 310 or FIN 401; Antirequisite: RMG 500; Available only to Business Management and Accounting and Finance students

Equivalencies BUS 800/BUS700

Attributes Capstone, Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ENT 56A

Course ID 025326

Short Title Entrep. Skills Development-A

Long Title Entrepreneurial Skills Development-A

Long Descr This is a two-semester deeply experiential and transformative learning experience for Entrepreneurship Majors. Students work in a team to develop hands-on skills within Toronto's entrepreneurship ecosystem. This group project may be a new company, social innovation, or intrapreneurship within an existing venture. Individually, students deepen their entrepreneurial skills to deliver an Individual Opportunity Portfolio and an Individual Business Plan suitable for a potential new venture during their capstone ENT 78A/B course.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites Prerequisites: (ENT 526 and ENT 601); Antirequisite: ENT 500, ENT 570 and ENT 580; Available only to Entrepreneurship Majors

Equivalencies

Attributes External Project

Dept Consent No Special Consent Required

Drop Consent Department Consent Required

Dynamic Date TRANSITION

Grd Basis Multi-Term Course: Not Graded

Hegis Code

GPA Weight 0.00/0.00

Billing Units 1.0

Course Count 0.0

Repeat for Credit N

Total Completions 1

Course Topics

ENT 56B

Course ID 025328

Short Title Entrep. Skills Development-B

Long Title Entrepreneurial Skills Development-B

Long Descr This is a two-semester deeply experiential and transformative learning experience for Entrepreneurship Majors. Students work in a team to develop hands-on skills within Toronto's entrepreneurship ecosystem. This group project may be a new company, social innovation, or intrapreneurship within an existing venture. Individually, students deepen their entrepreneurial skills to deliver an Individual Opportunity Portfolio and an Individual Business Plan suitable for a potential new venture during their capstone ENT 78A/B course.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites Prerequisite: ENT 56A

Equivalencies

Attributes External Project

Dept Consent No Special Consent Required

Drop Consent Department Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 2.00/2.00

Billing Units 1.0

Course Count 2.0

Repeat for Credit N

Total Completions 1

Course Topics**ENT 78A****Course ID** 024737**Short Title** Advanced Entrepreneurship-A**Long Title** Advanced Entrepreneurship-A

Long Descr ENT 78A/B is the two semester experiential-learning capstone course for the entrepreneurship major. Students will develop advanced skills in entrepreneurship, intrapreneurship and personal growth. Students gain real-world experience in starting their own companies (entrepreneurship), creating value implementing innovative projects within an existing company (intrapreneurship), and completing a stream of skills-development assignments. Formerly ENT 730 plus ENT 830.

Academic Org TRS Business - Entrepreneur**Components** Lecture: 3.00

Requisites Prerequisites: [ENT 56A/B or ENT 528 or (ENT570 and ENT580)] and ENT 527 and ENT 555 and ENT 577; Available only to Entrepreneurship Majors

Equivalencies

Attributes Capstone, External Project
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Multi-Term Course: Not Graded
Hegis Code
GPA Weight 0.00/0.00
Billing Units 1.0
Course Count 0.0
Repeat for Credit N
Total Completions 1
Course Topics

ENT 78B

Course ID 024738

Short Title Advanced Entrepreneurship-B

Long Title Advanced Entrepreneurship-B

Long Descr ENT 78A/B is the two semester experiential-learning capstone course for the entrepreneurship major. Students will develop advanced skills in entrepreneurship, intrapreneurship and personal growth. Students gain real-world experience in starting their own companies (entrepreneurship), creating value implementing innovative projects within an existing company (intrapreneurship), and completing a stream of skills-development assignments. Formerly ENT 730 plus ENT 830.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites Prerequisite: ENT 78A

Equivalencies

Attributes Capstone, External Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 2.00/2.00

Billing Units 1.0

Course Count 2.0

Repeat for Credit N

Total Completions 1

Course Topics

ENT 100

Course ID 025591

Short Title Applied Entrepreneurship

Long Title Applied Entrepreneurship

Long Descr Students work with their course instructor to identify, select and complete twelve entrepreneurship modules and assignments that support their specific entrepreneurial project. Potential modules include: customer identification, stakeholder analysis, market segmentation, lean startup, design thinking, agile methods, business-model design, business planning, or financial analysis. This highly flexible course is designed to support independent student projects, startups and Zone Education. This is an experiential applied course, and students must engage with the entrepreneurial ecosystem both within and outside Toronto Metropolitan. This course is not available to Entrepreneurship Majors.

Academic Org TRS Business - Entrepreneur

Components Tutorial: 3.00

Requisites Not available to Business Management Entrepreneurship students

Equivalencies

Attributes Experiential Learning

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1
Course Topics

	ENT 101
Course ID	027260
Short Title	Build Entrepreneurial Mindset
Long Title	Building an Entrepreneurial Mindset
Long Descr	This course will introduce students to TMU's student engagement and entrepreneurship eco-system and help them build curiosity, alertness, proactivity, growth orientation, resiliency, grit, adaptability, user-centricity, empathy, persuasion and self-leadership. This course is not primarily concerned with starting a business, it is about learning how to think and act entrepreneurially to identify and co-create new values. Based on flipped classroom experiential learning techniques, students will be expected to gain hands-on experience building their entrepreneurial mindset.
Academic Org	TRS Business - Entrepreneur
Components	Lecture: 3.00
Requisites	
Equivalencies	
Attributes	
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

ENT 401

Course ID 026294

Short Title Design Thinking Experience

Long Title Design Thinking Experience

Long Descr This course is a hands-on experiential learning opportunity for multi-disciplinary teams to implement agile rapid prototyping design thinking methods in a creative space. Student teams implement real-world projects in a variety of entrepreneurial contexts: new venture creation, innovation within an existing venture, social innovation and change making. The course provides a solid theoretical understanding of the major global Design Thinking methods and tools as well as experience in developing a Design Thinking Mindset. The course is offered in an intensive format on weekends or over one week, either on campus or at an offsite location. Admission is limited to students that apply and are accepted. Contact the department for application details.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent Department Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ENT 500

Course ID 003080

Short Title New Venture Startup

Long Title New Venture Startup

Long Descr This introductory course is designed primarily for non-Entrepreneurship students who are interested in starting a business of their own. Topics include assessing entrepreneurial potential, opportunity identification, market assessment, organizing, promoting, and financing the business, intellectual property, buying an existing business or considering a franchise. Students will be expected to work on developing a business plan. This course is not available to Entrepreneurship Majors.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites Antirequisites: ENT 726, ENT 570 and ENT 56A/B; Not available to Business Management Entrepreneurship students

Equivalencies ENT500/MGT500

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

ENT 501

Course ID 005017

Short Title Family Business in Canada

Long Title Family Business in Canada

Long Descr Planning, Succession and Control. The students study many of Canada's internationally known family-run businesses. They will learn about the challenges faced by the owners in planning and succession as well as the impact that family structure plays in determining the future of the firm. Key issues to be examined include the relationship between ownership and management, the strategic planning process, succession planning, technical and management skills, support structures, funding, leadership and the family structure.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites
Equivalencies

Attributes Case Studies
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

ENT 502

Course ID 027572

Short Title Case Studies in Family Bus.

Long Title Case Studies in Family Business

Long Descr Focusing on a family business context, this course is organized around the case study method. By focusing on family enterprise cases, the course instills in students strong analysis, recommendation and presentation abilities. The method also provides a training tool for students to be professional advisors or leaders of family enterprises. The complexity and diversity of issues that case analysis provides leads to students who actively utilize theoretical frameworks in order to 'make sense' of real-life situations. This further develops their skills in: problem solving, analytical tools, decision making in complex situations, coping with ambiguities, and working in teams. It is recommended that students take ENT 501 prior to taking ENT 502, but it is not required.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ENT 505

Course ID 024349

Short Title Small-Business Management

Long Title Small-Business Management

Long Descr This course takes an interdisciplinary perspective on the challenges of managing in a small-business environment. It is designed for students who plan to join a small or medium-sized enterprise company and want to have an improved understanding of the process by which things get done in small businesses that lack the resources and capabilities of large corporations. Topics include elements of managing high growth rates, family business, outsourcing, internships and leveraging external partnerships, guerrilla marketing techniques, cash flow management, bootstrap financing, government programs, and corporate governance in a small business. This course is not available to programs within the Ted Rogers School of Management.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites Antirequisite: ENT 555; Not available to Ted Rogers School of Management students.

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

ENT 511

Course ID 024736

Short Title Funding New Ventures

Long Title Funding New Ventures

Long Descr Entrepreneurial finance is concerned with financial decisions of entrepreneurs and entrepreneurial firms, capital structure decision-making and governance issues in high risk environments, and the ways to exit venture investments. The rapid development of private equity and venture capital industries, and the general emphasis of entrepreneurship as a central driver of economic prosperity, has given rise to a set of questions that are different from the questions posed in the context of large firms with widely diversified investors. This course will address these questions using both explicit-knowledge lectures as well as tacit-knowledge experiential learning. This course is designed for students who are thinking about pursuing a career as an entrepreneur or who envision a career in the private equity, venture capital, or investment banking industries where they will be exposed to deals with small to mid-sized firms.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites Prerequisite: (AFF 310 or FIN 401) and ENT 601; Antirequisite: FIN 510
Equivalencies

Attributes External Project
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

ENT 524

Course ID 027704

Short Title The Practice of Entrep.

Long Title The Practice of Entrepreneurship

Long Descr This course extends beyond the confines of traditional theory, offering a deep dive into the multifaceted world of starting and managing businesses across a broad spectrum of industries. From high-tech startups to social enterprises, and from family businesses to creative and cultural ventures, this course embraces the entire entrepreneurial ecosystem. Through a combination of rigorous academic study, practical exercises, real-world case studies, and hands-on projects, students will begin to acquire the skills, knowledge, and experience necessary to navigate the complexities of entrepreneurship. This course is designed to empower students to identify opportunities, innovate, and implement strategies that lead to the creation and growth of successful and sustainable business ventures in any sector.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ENT 526

Course ID 000829

Short Title Entreprnl Behav and Strategy

Long Title Entrepreneurial Behaviour and Strategy

Long Descr This foundation course is designed to stimulate the student's interest in entrepreneurship, thereby cultivating the entrepreneurial spirit. By means of case studies, articles, videos and presentations, students will have the opportunity to learn about many prominent entrepreneurs who have demonstrated commitment, passion, risk-taking, strategic thinking and implementation, and the ability to develop core competencies as they create and grow their successful enterprises. Various topics in entrepreneurship will be introduced as a result.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites Antirequisite: ENT 524

Equivalencies ENT526/MGT526

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

ENT 527

Course ID 004930

Short Title Theories in Entrepreneurship

Long Title Theories in Entrepreneurship

Long Descr This course will expose the student to many of the topics currently dominating the study of entrepreneurship. These may include theoretical perspectives on the economic and social function of entrepreneurs, psychological and cognitive aspects of entrepreneurs, the intersection of opportunities and enterprising individuals, the decision to exploit, the new venture creation process, and the relationship between entrepreneurship and strategic management. Students will be expected to read and critically analyze current and classic research on entrepreneurship, to synthesize diverse perspectives, and to contribute their own original thoughts to significant debates in the field. The course features a combination of seminars, presentations, readings, and lectures to enhance the student's understanding of entrepreneurship as an academic discipline and develop an ability to apply this research to the practical managerial challenges of the entrepreneurial firm.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites Prerequisite: ENT 526
Equivalencies

Attributes Online Synchronous
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

ENT 528

Course ID 026848

Short Title New Venture Development

Long Title New Venture Development

Long Descr Students build on their entrepreneurial opportunities identified in ENT 601 and deepen their entrepreneurial skills to work on a New Venture Opportunity. This experiential course will help students identify potential customers, design value propositions and perform prototype testing in order to develop a potential new venture suitable for their Capstone ENT 78AB course. The new venture may be a new company, social innovation, or intrapreneurship within an existing venture.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites Prerequisite: ENT 526 and ENT 601; Corequisites: ENT 527; Antirequisites: ENT 56A/B, ENT 570, ENT 580, ENT 726; Available only to Entrepreneurship Majors

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ENT 555

Course ID 025330

Short Title Small and Medium Enterprises

Long Title Managing Small and Medium Enterprises

Long Descr This course is designed to examine the requirements of establishing, owning and successfully operating a Small-to-Medium Enterprise (SME). Functional management skills needed for the effective operation of a SME will be explored in detail. Fundamental considerations such as operations management, information and information systems, value chain analysis, talent management, financial planning and control systems, organization and legal issues, network management and marketing strategies will also be explored in the specific context of SMEs.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites Prerequisites: ENT 526 and ENT 601; Antirequisite: ENT 505

Equivalencies

Attributes Case Studies, Online Synchronous

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics**ENT 570****Course ID** 026169**Short Title** Entrepreneur Self-DevelopmentI**Long Title** Entrepreneurial Self-Development Part I

Long Descr This is the first half of a deeply experiential and transformative learning experience for Entrepreneurship Majors. Students work in a team to develop hands-on skills within Toronto's entrepreneurship eco-system. Their group project may be a new company, social innovation, or intrapreneurship within an existing venture. Individually, students deepen their entrepreneurial skills to deliver an Individual Entrepreneurial Alertness and Opportunity Portfolio. See teaching department for consent criteria.

Academic Org TRS Business - Entrepreneur**Components** Lecture: 3.00**Requisites****Equivalencies****Attributes****Dept Consent** Department Consent Required**Drop Consent** Department Consent Required**Dynamic Date** TRANSITION**Grd Basis** Graded**Hegis Code****GPA Weight** 1.00/1.00**Billing Units** 1.0**Course Count** 1.0**Repeat for Credit**N**Total Completions**1**Course Topics**

ENT 577

Course ID 025331

Short Title Entrepreneurial Selling

Long Title Entrepreneurial Selling

Long Descr Students are introduced to the principles of sales and their application to multiple entrepreneurial contexts. Emphasis will be placed on the application of sales principles to real-world entrepreneurial situations and on building selling skills through class projects. Students will learn tactical selling skills, develop self-management skills, and study strategic selling techniques. Sales ethics will also be discussed.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites Prerequisites: ENT 500 or ENT 601

Equivalencies

Attributes Simulation

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ENT 580

Course ID 026170

Short Title Entrepreneur Self-Developmt II

Long Title Entrepreneur Self-Development Part II

Long Descr This is the second half of a deeply experiential and transformative learning experience for Entrepreneurship Majors. Students continue to work in a team from ENT 570 to develop hands-on skills within Toronto's entrepreneurship eco-system. Their group project may be a new company, social innovation, or intrapreneurship within an existing venture. Individually, students develop, present and deliver an Individual Business Plan suitable for a potential new venture, to be developed further during their Capstone ENT 78A/B course. See teaching department for consent criteria.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent Department Consent Required

Drop Consent Department Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ENT 601

Course ID 004391

Short Title Identifying Opportunities

Long Title Identifying Opportunities

Long Descr This course examines the process of opportunity identification for both start-up and existing business environments. It is designed to cultivate the mindset and skills required for students to engage in opportunity identification activities and make them part of their daily regimen in their personal and professional lives. The entrepreneurial process begins with the pursuit of a perceived opportunity. As such, the ability to identify a valid opportunity is paramount to the field of entrepreneurship.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites Corequisites: ENT 524 or ENT 526

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ENT 620

Course ID 026909

Short Title Current Issues in Entrepreneur

Long Title Current Issues in Innovation and Entrepreneurship

Long Descr This course provides students with an opportunity to keep abreast of new topics of importance as they emerge in the field. Topics will vary from year to year and will be announced. Method of instruction will vary depending upon the topics offered.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit Y

Total Completions 1

Course Topics

ENT 627

Course ID 025332

Short Title Social Entrepreneurship

Long Title Social Entrepreneurship and Changemaking

Long Descr This experiential learning course empowers students currently engaged within a social entrepreneurship or changemaking project with additional educational content and coaching. Students form multi-disciplinary teams to empower others through the positive power of entrepreneurship.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites

Equivalencies

Attributes External Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ENT 630

Course ID 026884

Short Title Leveraging the Crowd

Long Title Leveraging the Crowd

Long Descr In this course students will learn how to leverage crowdsourcing and crowdfunding in new ventures. Students will design divisible tasks, write instructions, recruit the crowd on a crowdmarket platform, publish and manage jobs, and assemble the work into a finished product. Students will also design a crowdfunding budget, promotional video, and social media strategy for their venture. The course will cover best practices for effective use of the crowd, review recent studies examining success factors, and introduce methodologies to increase effectiveness. Students will develop their ability to visualize tasks in divisible ways and to assess projects for crowdsourcing potential.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites Prerequisites: BSM 100 or ENT 500 or ENT 526

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ENT 710

Course ID 026910

Short Title Making a Prototype

Long Title Making a Prototype

Long Descr In this course students will discover how to move from concept to prototype product. After an introduction to different types of prototyping and their purposes, they will, using a variety of teaching methods and tools, under the mentorship of a faculty member, learn how to build physical and digital models, potentially including 3D printing and prototype app development. This is a hands-on course, where students will have access to a variety of software and hardware tools from the University's maker spaces. Students are expected to come to the course with specific product/service ideas they want to develop into prototypes.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites Prerequisites: BSM 100 or ENT 500 or ENT 526

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

ENT 725

Course ID 001135

Short Title Management of Innovation

Long Title Management of Innovation

Long Descr This course is designed to illustrate how successful managers implement innovation and commercialize new technology in today's fast-paced business environment. The students will learn how entrepreneurship and innovation interrelate, the streams of innovation, innovation as a management process and leadership in managing creativity. Commercializing technology and introducing it into the marketplace will be examined in depth as an example of applying the innovation concepts learned in the course. The course will develop the student's creative instincts and improve their capacity as agents of change within their career as independent business owners or intrapreneurial managers in larger organizations. (Formerly MGT 725)

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites Prerequisite: ENT 601

Equivalencies ENT725/MGT725

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ENT 726

Course ID 003678

Short Title Creating a Business Plan

Long Title Creating a Business Plan

Long Descr The objective of this course is to have the student become familiar with preparing a professional business plan for a new venture. The preparation of the business plan will be built upon everything that has been learned to date and will require the synthesis of this learning. The course will provide the student with the opportunity to explore and investigate a business venture of interest and the preparation of a business plan will provide an opportunity to apply what has been learned in the business program. The student will also develop an appreciation for the requirements of a successful entrepreneurial venture. (Formerly MGT 726).

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites Prerequisite: ENT 601; Antirequisites: ENT 56A/B, ENT 500, ENT 528 ENT 570 and RTA 913 (formerly BDC 913)

Equivalencies ENT726/MGT726

Attributes External Project, Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ENT 727

Course ID 003810

Short Title Appl Research in Entreprshp

Long Title Applied Research in Entrepreneurship

Long Descr This course is designed to provide students with the opportunity to conduct applied research in the area of entrepreneurship and enterprise development. Students must present a written proposal to an amenable faculty advisor prior to the commencement of the semester. Upon completion, an oral examination or presentation to a panel will normally be required. Departmental approval required.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites Prerequisite: ENT 526

Equivalencies ENT727/MGT727

Attributes External Project, Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1
Course Topics

ENT 777

Course ID 027641

Short Title Intrapreneur, Spinouts, Innov.

Long Title Intrapreneurship, Spinouts and Innovation

Long Descr This course focuses on issues relating to the decision to pursue new ventures inside or outside of an existing organization. It is for future managers who will face the prospects of dealing with internal corporate ventures and spinouts (new ventures created by former employees of existing incumbents) and for employees who wish to become entrepreneurs.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites
Equivalencies

Attributes
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

ENT 801

Course ID 027261

Short Title Entrep. Career and Life Design

Long Title Entrepreneurial Career and Life Design

Long Descr The goal of this course is to help you practice and apply design thinking and entrepreneurship principles and tools to design your career and life. The weekly assignments include discovering your skills, attitudes, core beliefs, values, and interests; identifying potential career paths in harmony with your human and social capital; building personal unique sources of sustainable competitive advantage in an uncertain world; interviewing and testing alternative job, career and life choices; applying time management principles, SMART goals, positive habits and self-talk; and proactively taking steps to achieve your own personal happiness and well-being through a meaningful career and life. It will help you network, create multiple good offers, and help you re-frame your career not as a string of jobs, but as a portfolio of career building experiences including side-hustles designed to help you build your human and social capital outside your job. This course is normally taught in a virtual flipped-classroom format.

Academic Org TRS Business - Entrepreneur

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 124

Course ID 025651

Short Title Work Term I Entrepreneurship

Long Title Work Term I - Entrepreneurship

Long Descr Co-op position must be related to Entrepreneurship and may be entry-level or junior in responsibility and content. This course is graded on a pass/fail basis.

Academic Org TRS Business - Entrepreneur

Components Lecture: 1.00

Requisites

Equivalencies

Attributes Co-operative Education

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N
Total Completions 1
Course Topics

WKT 224

Course ID 025654

Short Title Work Term II Entrepreneurship

Long Title Work Term II - Entrepreneurship

Long Descr Co-op position must be related to Entrepreneurship and should build on the experience of the first work term. This course is graded on a pass/fail basis.

Academic Org TRS Business - Entrepreneur

Components Lecture: 1.00

Requisites

Equivalencies

Attributes Co-operative Education

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 324

Course ID 025656

Short Title Work Term III Entrepreneurship

Long Title Work Term III - Entrepreneurship

Long Descr Co-op position must be related to Entrepreneurship and should progressively demand more of the student than the first two work terms. This course is graded on a pass/fail basis.

Academic Org TRS Business - Entrepreneur

Components Lecture: 1.00

Requisites

Equivalencies

Attributes Co-operative Education

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 424

Course ID 025658

Short Title Work Term IV Entrepreneurship

Long Title Work Term IV - Entrepreneurship

Long Descr Co-op position must be related to Entrepreneurship and require the student to complete some independent work or have substantial responsibility for meeting specific objectives. This course is graded on a pass/fail basis.

Academic Org TRS Business - Entrepreneur

Components Lecture: 1.00

Requisites

Equivalencies

Attributes Co-operative Education

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

GMS 200

Course ID 003947

Short Title Intro to Global Management

Long Title Introduction to Global Management

Long Descr This course introduces the concepts and complexities of the contemporary business environment with an emphasis on competitiveness, quality, and the main functional areas of management: Planning, Organizing, Controlling, and Leadership. The course recognizes the global context within which managerial decisions are made. Topics include: origins of management, forms of business ownership, entrepreneurship and intrapreneurship, organizational structure, strategy, operations management, international business, social and ethical issues. Instruction will be provided for effective presentations and library research skills. A globally oriented management simulation may be used. (Formerly MGT 200)

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites

Equivalencies MGT100/MGT200

Attributes Case Studies, Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

GMS 400

Course ID 023898

Short Title Global Business Environment

Long Title The Global Business Environment

Long Descr This course offers an introduction to the global business environment. Students will explore the trend towards increased globalization of the world's economies and the implications for business, consumers and society in general. The course will also introduce students to a number of strategic decisions firms must make in order to compete effectively in the current global business environment. Factors to be considered in areas such as foreign market entry and the management of global operations will be explored. Students will also have the opportunity to develop an understanding of how business is conducted in key geographic regions such as Asia, Latin America, Africa and the Middle East. The major cultural, political and economic factors that shape the approach to business in these regions will be examined. The course will utilize a combination of lectures, case studies, guest speakers and classroom discussion to reinforce key concepts.

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites Prerequisites: GMS 200 or MGT 200 or MGT 121 or Direct Entry

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

GMS 401

Course ID 000885
Short Title Operations Management
Long Title Operations Management
Long Descr Production and operations management are activities that relate to the creation of goods and services through the transformation of inputs into outputs. Topics include: What is production and operations management; productivity, competitiveness and strategy; quality management; product and service design; process selection; design of work systems; learning curves; inventory management: MRP, JIT; maintenance and reliability; project management: P.E.R.T. and C.P.M. (Student groups are required to visit a manufacturing or service facility, produce a report, and do a formal presentation to the class covering the course topics investigated during the tour.) (Formerly MGT 401)
Academic Org TRS Business - Global Mgmt
Components Lecture: 3.00
Requisites Prerequisites: (GMS 200 or MGT 200 or MGT 121) and (QMS 102 or QMS 110 or QMS 130 or QMS 204 or ITM 107)
Equivalencies
Attributes External Project, Research Project
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

GMS 402

Course ID 005016

Short Title Intro to Managerial Economics

Long Title Introduction to Managerial Economics

Long Descr A primary emphasis of managerial economics is the application of economic theory and methodology to the practice of business management and decision making. Students will learn how economic tools can be applied to achieve business goals and to address managerial challenges. Topics include: optimization, risk analysis, demand theory and estimation, production and cost theory, market structure and pricing practices. (Formerly MGT 402)

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites Prerequisites: [(GMS 200 or MGT 200 or MGT 121) and (QMS 202 or QMS 210 or QMS 230)] or Direct Entry

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

GMS 410

Course ID 024351

Short Title Management-Large Corporation

Long Title Management-Large Corporation

Long Descr This course takes an interdisciplinary perspective on the challenges of managing in a large corporate environment. It is designed for students who plan to join a large company and want to have an improved understanding of the various functions of the business, and the processes by which things get done in large firms with significant bureaucracies. Topics include elements of human resources management, organizational behaviour and office politics, organizational design, planning and control systems, financial budgeting, supply-chain management, and governance in large corporations. This course is not available to programs within the Ted Rogers School of Management.

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites Prerequisite: BSM 200; Antirequisite: GMS 200; Not available to Ted Rogers School of Management students.

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N
Total Completions 1
Course Topics

GMS 422

Course ID 023529

Short Title Quality Management

Long Title Quality Management

Long Descr Quality has become a critical component of many successful businesses. The quest for quality has led to the emergence of a set of analytic tools that help identify, study and improve business processes. The course examines the development of these management tools and the role that they play in continuous improvement activities. In particular, the student will become familiar with problem solving strategies that begin with a structured qualitative analysis of business situations, incorporate quantitative management methods and lead to well-reasoned decisions. Appropriate software support will be used. (Formerly QMS 402).

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites Prerequisites: (QMS 202 or QMS 210 or QMS 230) or Direct Entry

Equivalencies GMS422 and QMS402

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

GMS 450

Course ID 001719

Short Title Project Management

Long Title Project Management

Long Descr This course focuses on how projects contribute to the strategic goals of the organization. The linkages for integration include the process of selecting projects that best support organizational strategy and all the technical and managerial processes to complete those projects. The goals for prospective project managers are to clearly understand the role of the project in their organizations and to master project management tools/techniques and interpersonal skills necessary to orchestrate projects to completion. (Formerly MGT 806)

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites Prerequisite: GMS 401 or MGT 401 or GMS 200 or MGT 100 or Direct Entry

Equivalencies

Attributes External Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

GMS 455

Course ID 024352

Short Title Project Planning and Delivery

Long Title Project Planning and Delivery

Long Descr This course provides the essential skills needed to be successful while working as part of a team on a large project. Project management involves the planning, coordination and control of teams to ensure that projects are completed on time and within budget. Topics include project planning and work breakdown structures, resource dependencies and sequencing, progress tracking and reporting, team dynamics and leadership, budgets and project approvals. This course is not available to programs within the Ted Rogers School of Management.

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites Prerequisite: BSM 200; Antirequisite: GMS 450. Not available to students in programs within the Ted Rogers School of Management

Equivalencies

Attributes Experiential Learning

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1
Course Topics

	GMS 502
Course ID	001792
Short Title	Management Control
Long Title	Management Control
Long Descr	A main course objective is the acquisition of essential managerial skills for achieving overall organizational goals. A management control system embraces all aspects of corporate operations; thus students should acquire prior knowledge in organizational behaviour, economics, accounting, finance, and marketing. Major areas discussed: organizational structures and behaviour, management control structures; management planning and control processes. The teaching mode is lecture plus a case seminar. Students must be prepared to strongly defend their points of view during case discussions. Student evaluation consists of short objective tests, individual written case reports, group case presentations, individual participation, and a final exam (essay type). (Formerly MGT 502)
Academic Org	TRS Business - Global Mgmt
Components	Lecture: 3.00
Requisites	Prerequisites: [(ACC 406 or ACC 410) and (GMS 401 or MGT 401)] or Direct Entry
Equivalencies	
Attributes	Case Studies
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

GMS 510

Course ID 027473

Short Title Global Circular Economy

Long Title Global Circular Economy

Long Descr The focus of this course is on the global integration of a developing worldwide circular economy. We are on an international path through various mechanisms toward building a worldwide circular economy, but the world has a long way to go. Students must first thoroughly understand the concept of a circular economy. They will learn about the present state of our global circular economy and its importance from an international perspective.

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites Prerequisites: GMS 200, GMS 400

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

GMS 520

Course ID 024353

Short Title International Business

Long Title International Business

Long Descr The world is shrinking and all businesses are becoming global businesses. This course helps students to prepare to be successful in the global business environment by better understanding the opportunities and threats it poses for their firms. Topics include introductory macro/micro economics, political trends and the effects on globalization, culture and international trade, internationalization, global industry analysis, and market assessment tools and techniques. This course is not available to programs within the Ted Rogers School of Management.

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites Prerequisite: BSM 200; Not available to Ted Rogers School of Management students.

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

	GMS 522
Course ID	002975
Short Title	International Marketing
Long Title	International Marketing
Long Descr	Basic marketing principles are applied to world markets. Emphasis in the course is given to the analysis of economic, political, cultural and social factors. This course also covers conditions relevant to the implementation of marketing strategies in world markets. (Formerly IBS 522 and MKT 522)
Academic Org	TRS Business - Global Mgmt
Components	Lecture: 3.00
Requisites	Prerequisite: MKT 100 or HTM 302 or Direct Entry
Equivalencies	IBS522/MKT522/MKT405
Attributes	Case Studies, Research Project
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

GMS 528

Course ID 004777

Short Title Issues in Operations Mgmt

Long Title Issues in Operations Management

Long Descr This course will provide an evolving survey of leading-edge topics in operations management. Current topics include: world class manufacturing, manufacturing as a competitive weapon, competing on quality, competing on productivity, competing on new products and processes, planning and implementing operations strategies over time, health and safety as a competitive advantage. Student groups will be required to prepare case studies and a major paper. (Formerly MGT 528)

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites Prerequisite: GMS 401 or MGT 401 or Direct Entry

Equivalencies

Attributes Case Studies, Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

GMS 530

Course ID 025592

Short Title Managing Sustainably

Long Title Managing Sustainably Internationally

Long Descr This course explores what it is to be a sustainable company and the challenges of managing in a sustainable manner in an international context. Firms are globalizing in a world facing issues such as climate change, growing mega-cities, and rapidly changing technology. As paradigms change to meet these challenges, managers require new frameworks and tools to support sustainable development. This is a senior case course incorporating challenging readings and discussions that combine theory with practice.

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites Prerequisites: GMS 400

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

GMS 550

Course ID 001543

Short Title Business-to-Business e-Com

Long Title Business-to-Business e-Commerce

Long Descr Some of the most significant changes caused by electronic commerce are in the way that businesses trade with one another. This course will cover the key elements needed to operate in the virtual business marketplace, with special emphasis on the impacts on the supply chain. Topics covered will include issues in procurement, logistics and manufacturing, as well as an examination of the trading communities that are emerging as players in this new marketplace. (Formerly MGT 550)

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

GMS 601

Course ID 004804

Short Title International Economics

Long Title International Economics

Long Descr This is a one semester course introducing students to the theory of international economics and its applications to business. The course examines why nations trade and why at the same time many countries try to limit trade by introducing trade barriers. It looks at the role of the WTO and Canadian trade policy. The course also introduces the theory of exchange rates and looks at issues surrounding international policy coordination. (Formerly IBS 601)

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites Prerequisites: (ECN 104 and ECN 204) or Direct Entry; Antirequisites: ECN 607, ECN 707

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

GMS 614

Course ID 023528

Short Title Special Topics in Global Mgmt

Long Title Special Topics in Global Management

Long Descr Students will work closely with a faculty member to explore an area of interest within the field of global management. Students will conduct independent research on a well-defined topic and write a major paper. Students must have a project proposal approved by their instructor prior to enrolment. (Replaces QMS 641). See teaching department for consent criteria.

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites

Equivalencies

Attributes Research Project

Dept Consent Department Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics 1. Top200 Case Experience
2. Strat AI Negot Sys for Mgmt

GMS 630

Course ID 027036

Short Title Case Experiences

Long Title Case Experiences

Long Descr The purpose of this 'Case Experiences' course is to develop the most demanding core competencies, focusing on analysis, presentation skills and team work, for solving complex business cases that extend knowledge and skills beyond material covered in most other Business Management courses. The course has meetings during late August, with a subsequent presentation on a Friday in the early part of the fall semester to their department and individual papers due in October. 'Case Experiences' is an exciting and unique course that combines students from all programs in TRSM. It responds to the growing use of business cases in learning, in opportunity identification and problem solving in business, and to the use of business cases in corporate hiring interviews. The course teaches how to systematically analyze complex and intricate issues presented by real world cases and best practices for solution presentations. The cases embody a wide range of issues, potentially including business strategy, HR and organizational governance, ethical leadership, entrepreneurship, not-for-profit organizations, marketing, retail, sales, IT, public relations, and hospitality and tourism. See teaching department for consent criteria.

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent Department Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

GMS 690

Course ID 023255

Short Title The North Amer Bus Environment

Long Title The North American Business Environment

Long Descr This course provides an overview of the North American business environment. It examines the cultural, political and economic environments in Canada, the US and Mexico. Trade and economic integration issues are discussed including an assessment of the North American Free Trade Agreement (NAFTA) and the potential impact on these three countries of the proposed Free Trade Area of the Americas (FTAA). The course will also introduce students to the key institutions that impact trade and business activities in North America and will examine the strategies used by foreign multinational corporations in penetrating North American markets. Current and controversial issues such as trade in bulk water and a continental energy plan will also be covered. The long run international competitive position of North American firms is also examined in this course. GMS 690 is designed to provide a suitable comparative framework for understanding other regional markets and will be particularly useful for international and exchange students.

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites Prerequisite: GMS 200 or MGT 200 or Direct Entry

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

GMS 691

Course ID 023256

Short Title The Asian Business Environment

Long Title The Asian Business Environment

Long Descr This course examines cultural, demographic, political and economic issues that shape the Asian business environment. The region as a whole is profiled but particular attention is paid to China and India as emerging super powers. The importance of foreign direct investment to the development of this region is underscored as well as the emergence of Asian multinationals and their approach to outward direct investment. The challenges encountered by Western firms in penetrating Asian markets are discussed in detail. Consideration is given to the role of government in business transactions in this part of the world and the need for innovative strategies when dealing with Asian business partners. Special topics will include globalization versus sustainable development and the role of Asian countries in global outsourcing.

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites Prerequisite: GMS 200 or MGT 200 or Direct Entry

Equivalencies

Attributes

Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

GMS 692

Course ID 023257

Short Title The European Business Environ

Long Title The European Business Environment

Long Descr This course focuses on European economic integration and the implications for business. The nature of the European business environment is examined including a discussion of the economic and political institutions, culture and demographic trends. Market size, growth, trade and investment prospects for the Euro zone countries and the UK are examined. The foreign market entry strategies of multinational corporations active in this region will also be discussed. The course will also consider the prospects for Eastern Europe and the challenges these countries face in implementing free enterprise market reforms. Implications for EU enlargement are discussed.

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites Prerequisite: GMS 200 or MGT 200 or Direct Entry

Equivalencies

Attributes
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

GMS 693

Course ID 023258

Short Title Latin Amer/Caribbean Bus Envir

Long Title The Latin American and Caribbean Bus Environ

Long Descr GMS 693 examines the business environment in Latin America and the Caribbean (LAC). The economic, political and cultural differences and similarities between the countries are reviewed and the implications for trade and foreign direct investment discussed. Issues of political stability, natural resource endowments and the relations with the United States and China are examined. Latin American government relations with the United States and China are examined. Latin American government relations with foreign multinational firms are also carefully analyzed. The major institutions that impact business activity in the Region will be discussed. The course will also examine regional economic integration including the prospects for new agreements such as the Caribbean Single Market and Economy (CSME) and the FTAA, as well as the performance of established blocs such as Mercado Commun del Sur (MERCOSUR). The strategies of multinational enterprises entering this Region will be examined and the emergence of LAC multinationals also discussed.

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites Prerequisite: GMS 200 or MGT 200 or Direct Entry

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

GMS 694

Course ID 023259

Short Title The African Business Environ

Long Title The African Business Environment

Long Descr This course examines the challenges of conducting business in Africa. The region as a whole is profiled in terms of history, culture, demographic trends, political risk, economic performance and market opportunity. Barriers to trade and foreign direct investment will be examined along with important institutions that impact business activity. The search for opportunities and the problems associated with doing business in subsistence economies on the African continent will be a central focus of this course. Intra-regional differences in levels of economic development are discussed. Economic integration in the Region and its challenges will also be examined by assessing the performance of blocs such as the Economic Community of West African States (ECOWAS) and the Common Market for Eastern and Southern Africa (COMESA). North American and European interventions in the Region are also discussed along with China's growing economic and political influence. The implications for business in Africa are developed.

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites Prerequisite: GMS 200 or MGT 200 or Direct Entry

Equivalencies

Attributes
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

GMS 695

Course ID 023260
Short Title Middle Eastern Business Enviro
Long Title The Middle Eastern Business Environment
Long Descr This course examines the business environment and the complex cultures of this highly misunderstood region. The course focuses on the impact of religion, politics, culture and history on the prospects for conducting business in the Middle East. The impact of Sharia banking on business is a particular focus of this course. Specific countries in the Middle East are profiled to underscore intra-regional differences in the importance of religious, political and regulatory factors. Foreign market entry strategies appropriate to Islamic countries are also presented using Western firms as case studies.
Academic Org TRS Business - Global Mgmt
Components Lecture: 3.00
Requisites Prerequisite: GMS 200 or MGT 200 or Direct Entry
Equivalencies
Attributes
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

GMS 701

Course ID	004680
Short Title	Purchasing and Supply Mgmt I
Long Title	Purchasing and Supply Management I
Long Descr	A seminar designed to discuss all activities required to bring materials, parts, and sub-assemblies into and through the enterprise at the lowest possible overall costs with end-user quality requirements. Contribution to the profitable operation of the firm is stressed as the main objective of the purchasing and supply management function. Weekly case assignments integrate the subject matter with the finance, marketing, and production functions. Topics include: the challenge of purchasing and supply management, effective organization, techniques of buying, computerization, EDI (Electronic Data Interchange), World-Wide-Web, quality including I.S.O. 9000/14000 quality standards, specifications and standardization, inventory management, supplier selection, price determination. The course provides valuable background information for employees and managers in any area of specialization and can lead to challenging professional career opportunities. (Formerly MGT 701)
Academic Org	TRS Business - Global Mgmt
Components	Lecture: 3.00
Requisites	Prerequisite: GMS 401 or MGT 401 or ITM 512 or Direct Entry
Equivalencies	CZPU231/MGT701
Attributes	
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

GMS 723

Course ID	005260
Short Title	International Trade
Long Title	International Trade
Long Descr	An analysis of the important business function of international trade. After a review of the importance of exports for Canada's income and employment needs, students focus attention from an export manager's perspective, on such topics as export organization, research, and pricing, export documentation and correspondence; export marketing strategies; government and private export assistance; export finance; marine insurance and export shipping. This course also includes an examination of international databases and involves direct company field research. Students who have taken MKT 522 or IBS 522 should have a stronger foundation for applying this course. This course is intended as a fourth year course. (Formerly IBS 723 and MGT 723)
Academic Org	TRS Business - Global Mgmt
Components	Lecture: 3.00
Requisites	Prerequisite: GMS 401 or MGT 401 or HTF 506 or Direct Entry
Equivalencies	IBS723/MGT723
Attributes	External Project
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required

Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

GMS 724

Course ID 000936
Short Title Management of Intl Enterprise
Long Title Management of International Enterprise
Long Descr An analysis of the management policies of the multinational business corporation in Canada and the world. Topics covered: the evolution of the multinational corporation, its organization, structure, planning and goals. Also covered are business strategies including marketing, production, logistics, technology, personnel and labour relations, finance, investment and acquisition, and ownership, concerns of host countries including Canada, and policies for host governments. Lectures, discussion, and case problems. (Formerly IBS 724 and MGT 724)
Academic Org TRS Business - Global Mgmt
Components Lecture: 3.00
Requisites Prerequisite: GMS 401 or MGT 401 or HTF 506 or Direct Entry
Equivalencies IBS724/MGT724
Attributes
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

GMS 750

Course ID 002181

Short Title Consulting to Management

Long Title Consulting to Management

Long Descr The management consulting process is evaluated on a theoretical basis and supported with practical examples from business. The approach illustrates the tasks and skills required to be an effective consultant. The course will emphasize the role of the consultant through assignments which require application of the skills learned. Students will have an opportunity to compare their newly learned skills and knowledge in seminars and discussions with members of the business community. (Formerly MGT 750)

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites Prerequisites: (GMS 401 or MGT 401 or Direct Entry) and FIN 300

Equivalencies

Attributes Case Studies, External Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

GMS 801

Course ID 005726

Short Title Purchasing and Supply Mgmt II

Long Title Purchasing and Supply Management II

Long Descr A seminar course and a continuation of MGT 701. Major topics: The Commodity Futures Market, purchasing transportation services, investment recovery (profitable disposal of scrap, surplus and obsolete materials), legal aspects, purchasing research, budgets, measurement, and reporting, international purchasing, public purchasing, acquisition of capital assets, acquisition of services, strategy in purchasing and supply management, purchasing for small firms. Case presentations and discussions and a Commodity Futures project are essential aspects of this course. This course may be taken prior to or independently of MGT 701. (Formerly MGT 801)

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites Prerequisite: GMS 401 or MGT 401 or MGT 100 or Direct Entry

Equivalencies CZPU241/MGT801

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1
Course Topics

	GMS 802
Course ID	005049
Short Title	Ethics and Regltn of Int'l Bus
Long Title	Ethics and Regulation of Int'l Bus
Long Descr	This course examines the vital role that ethics plays at all leadership levels within a company. Students will discover the importance of instilling ethical values as a key to long term success. Exposure to thought-provoking cases and literature will heighten student awareness of the need to develop strong ethical leadership in dealing with customers, the community, and employees. Students will also be exposed to the critical role of governments in regulating international business behaviour. (Formerly MGT 802)
Academic Org	TRS Business - Global Mgmt
Components	Lecture: 3.00
Requisites	Prerequisite: GMS 401 or MGT 401 or MGT 100/GMS 200 or Direct Entry
Equivalencies	
Attributes	
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	CNED2
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

GMS 803

Course ID 004166

Short Title Principles of Transportation

Long Title Principles of Transportation

Long Descr This course examines the field of Traffic and Transportation management in order to provide a professional level of competency for students who wish to pursue careers in Purchasing and Materials Management and/or professional transportation management. Course topics include: transportation regulation and deregulation, transportation economics, buying transportation services, truck transportation, rail transportation, air, marine and pipeline, computers in transportation, customs and excise, dangerous goods, packaging, damage prevention, and carrier claims. (Formerly MGT 803)

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites Prerequisite: GMS 401 or MGT 401 or MGT 100 or Direct Entry; Antirequisite: ECN 710

Equivalencies CZPU233/MGT803

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

GMS 804

Course ID 000648

Short Title Stud in Globl Supply Chain Mgt

Long Title Studies in Global Supply Chain Management

Long Descr This course will expose the student to many of the topics currently dominating the study of global supply management. Subjects may include: locating potential suppliers; the importance of cultural and communication skills; legal practices; currency factors; logistics; supplier payment, channel payment, and more. Students will be expected to write and present papers on various topics using both primary and secondary research techniques. (Formerly MGT 804)

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites Prerequisite: GMS 401 or MGT 401 or MGT 100 or Direct Entry

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

	GMS 805
Course ID	004741
Short Title	Manufacturing Management
Long Title	Manufacturing Management
Long Descr	This course will focus on manufacturing management techniques and manufacturing technology. Current topics include: quality of design, systems for eliminating defects, simplified production planning and control systems, managing the supply chain, activity-based costing and performance measurement-making "bean-counting" relevant. The students will learn decision models and management techniques for evaluating technological options used by flexible manufacturing operations to sustain competitive advantage. The course will also include cases from major manufacturing industries such as automotive, plastics, and apparel. (Formerly MGT 805)
Academic Org	TRS Business - Global Mgmt
Components	Lecture: 3.00
Requisites	Prerequisite: (GMS 401 or MGT 401) or Direct Entry
Equivalencies	
Attributes	Case Studies
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

GMS 807

Course ID 002099

Short Title Supply Mgmt for Manuf Sector

Long Title Supply Management for the Manufacturing Sector

Long Descr This course is designed for those considering a career in public sector supply management, including public, quasi-public, not-for-profit, and private organizations. This is a participatory course using the prescribed text, sample by-laws, Internet and current information sources. Topics include: source of authority and funding, public buying, bidding processes, legal and ethical issues, trends, and e-commerce. Included is current theory, cases, information and practices to be applied in public sector organizations that support society's needs. (Formerly MGT 807)

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites Prerequisite: GMS 701 or MGT 701 or GMS 801 or MGT 801

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

GMS 850

Course ID 003102

Short Title Global Management Strategy

Long Title Global Management Strategy

Long Descr Using an integrated web-based international business simulation as its foundation, the course will equip the individual to manage effectively in the current global business environment. Students will be required to assess risk, apply cross-cultural and creative leadership, as well as consolidate and use concepts and skills learned in previously defined functional areas of their business studies. The course will provide an opportunity for "hands-on" managerial experience involving issues in operations management, managerial control, finance, human resources, marketing strategy and legal issues. (Formerly IBS 600)

Academic Org TRS Business - Global Mgmt

Components Lecture: 3.00

Requisites Prerequisite: (GMS 401 or HTL 101 or Direct Entry) and GMS 723

Equivalencies

Attributes Capstone, Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for CreditN
Total Completions1
Course Topics

WKT 147

Course ID 025425

Short Title Work Term I Global Management

Long Title Work Term I - Global Management Studies

Long Descr Co-op position must be related to Global Management Studies and may be entry-level or junior in responsibility and content. This course is graded on a pass/fail basis.

Academic Org TRS Business - Global Mgmt

Components Lecture: 1.00

Requisites

Equivalencies

Attributes Co-operative Education

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for CreditN

Total Completions1

Course Topics

WKT 247

Course ID 025426

Short Title Work Term II Global Management

Long Title Work Term II - Global Management Studies

Long Descr Co-op position must be related to Global Management Studies and should build on the experience of the first work term. This course is graded on a pass/fail basis.

Academic Org TRS Business - Global Mgmt

Components Lecture: 1.00

Requisites

Equivalencies

Attributes Co-operative Education

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 347

Course ID 025427

Short Title Work Term III Global Mgmt

Long Title Work Term III - Global Management Studies

Long Descr Co-op position must be related to Global Management Studies and should progressively demand more of the student than the first two work terms. Additionally, this work term may be completed in a country outside of Canada. This course is graded on a pass/fail basis.

Academic Org TRS Business - Global Mgmt

Components Lecture: 1.00

Requisites

Equivalencies

Attributes Co-operative Education

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 447

Course ID 025428

Short Title Work Term IV Global Management

Long Title Work Term IV - Global Management Studies

Long Descr Co-op position must be related to Global Management Studies and require the student to complete some independent work or have substantial responsibility for meeting specific objectives. Additionally, this work term may be completed in a country outside of Canada. This course is graded on a pass/fail basis.

Academic Org TRS Business - Global Mgmt

Components Lecture: 1.00

Requisites

Equivalencies

Attributes Co-operative Education

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MHR 405

Course ID 005232

Short Title Organizational Behaviour

Long Title Organizational Behaviour

Long Descr This course introduces students to theories of organizational behaviour. Topics include motivation, communication, team dynamics, conflict, perception, attitudes, personality, power, influence and leadership.

Academic Org TRS Business - HR and OB

Components Lecture: 3.00

Requisites

Equivalencies MGT405/MHR405/HTH601

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MHR 520

Course ID 025593

Short Title Industrial Relations Found.

Long Title Industrial Relations Foundations

Long Descr Industrial Relations is an interdisciplinary field concerned with the study of all aspects of work and employment. Students are introduced to various alternative theoretical paradigms underpinning studies within the field, and will examine concepts concerning work, employment, equity, voice, balance, ethics, and the industrial relations system. The nature of the Canadian industrial relations system and its historical development, is examined, as are various trends and issues in industrial relations in the modern economy.

Academic Org TRS Business - HR and OB

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MHR 522

Course ID 000284

Short Title Union Management Relations

Long Title Union Management Relations

Long Descr This course examines theories of industrial relations, union organization and structure, labour legislation in Canada, negotiating and administering the collective agreement among other topics. The aim is to introduce the student to the complexities of the labour management relationship and to explore various techniques for successfully managing this critical area of business. (Formerly called Industrial Relations)

Academic Org TRS Business - HR and OB

Components Lecture: 3.00

Requisites

Equivalencies MHR522/MGT522

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MHR 523

Course ID 000317

Short Title Human Resources Management

Long Title Human Resources Management

Long Descr This course introduces students to the dynamic and diverse field of Human Resources Management and provides a foundation in theory and practice for areas such as human resources planning, recruitment, and selection of staff, training and development, and compensation. Current events, human resources strategy, relevant legislation, and future trends are also explored. The course provides students with the fundamentals necessary to effectively administer the human resources function of an organization, and also develops their abilities to perform effectively in teams. (Formerly MGT 523 and MHR 728.)

Academic Org TRS Business - HR and OB

Components Lecture: 3.00

Requisites Antirequisite: CRI 700 and HSM 437

Equivalencies MHR523/MGT523/MHR728/HTH503

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code 0033.000

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MHR 600

Course ID 002266

Short Title Diversity/Inclusion in Wkplace

Long Title Diversity and Inclusion in the Workplace

Long Descr The Canadian workforce has become more diverse in recent decades and is projected to be more so in the coming years. For example, women now account for almost half of the Canadian labour force. The aging of the Canadian population and the abolition of mandatory retirement means that a number of generations will be working side by side with each other. With globalization and the greater mobility of workers around the world, racial/ethnic minorities will soon account for one in three working Canadians in the not-too-distant future. A number of organizations have already realized the importance of all Canadians irrespective of gender, age, race/ethnicity, sexual orientation, religion and other dimensions of diversity in order to remain competitive on the global stage. This course will explore the opportunities and challenges of working in and managing diverse and inclusive workplaces.

Academic Org TRS Business - HR and OB

Components Lecture: 3.00

Requisites Prerequisite: MHR 523 or HTH 503 or Direct Entry

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MHR 623

Course ID 004207

Short Title Recruitment and Selection

Long Title Recruitment and Selection

Long Descr This course builds on the knowledge gained in MHR 523. It is designed to develop the student's knowledge, skills, and abilities in three significant integrated Human Resource areas: job analysis, recruitment, and selection. Students will conduct a job analysis, investigate recruitment strategies and develop a job advertisement; examine various selection tools; and practice interviewing simulated job applicants. The course uses an experiential learning design, and students have opportunities to practice skills that are central to effective hiring decisions.

Academic Org TRS Business - HR and OB

Components Lecture: 3.00

Requisites Prerequisite: MHR 523 or HTH 503 or Direct Entry

Equivalencies MGT623/MHR623

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

MHR 640

Course ID 010172
Short Title Leadership
Long Title Leadership
Long Descr This course provides an in-depth examination of leadership as both a practice and a field of study. By applying current research on leadership and followership to cases, movies, and real-life examples, students will develop a greater understanding of how to lead and be led.
Academic Org TRS Business - HR and OB
Components Lecture: 3.00
Requisites Prerequisite: MHR 405 or HTH 601
Equivalencies
Attributes Case Studies
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

MHR 650

Course ID 003525

Short Title Management of Change

Long Title Management of Change

Long Descr This course will build on an understanding or organizational behaviour, and will focus on an understanding of change agents within organizations. By applying basic organizational behaviour and organizational theory concepts to change management, the course will explore forces for change, resistance to change, management of change, new theories and methods of change, and innovation and leadership in organizations. The course involves combining change theory with practice through an innovative online simulation.

Academic Org TRS Business - HR and OB

Components Lecture: 3.00

Requisites Prerequisite: MHR 405 or HTH 601

Equivalencies

Attributes Case Studies, Simulation

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MHR 670

Course ID 021677

Short Title Special Topics in HR

Long Title Special Topics in Org Behav and HR Mgmt

Long Descr This course provides students with the opportunity to pursue advanced studies on issues and themes of immediate and current significance in the fields of Organizational Behaviour and Human Resources Management. It allows students to access leading-edge research and to explore new and emerging models of practice. The particular theme, topic, and structure of the course will vary in response to changes and trends in the field, availability of specialists, and student interest.

Academic Org TRS Business - HR and OB

Components Lecture: 3.00

Requisites Prerequisites: MHR 405 and MHR 523

Equivalencies

Attributes Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MHR 671

Course ID 023896

Short Title HRIS

Long Title Human Resources Information Systems

Long Descr Business information technology is pervasive in today's organizations, and HR professionals are relying on human resources information systems (HRIS) to help them support strategic HR management and deliver effective HR services. Today's HR managers must understand not only HRIS applications such as recruiting and compensation, but also the strengths and limitations of the technology infrastructure as they work with technology professionals in establishing and using HRIS. This course includes hands-on experience with Ceridian Dayforce 1+cm. (Not available to students with credit for MHR 670 in F2009 and F2010).

Academic Org TRS Business - HR and OB

Components Lecture: 2.00 / Laboratory: 1.00

Requisites Prerequisites: MHR 523 or Direct Entry

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MHR 700

Course ID 002691

Short Title Cross-Cult Dimen Org Behav

Long Title Cross-Cultural Dimensions of Organizational Behaviour

Long Descr This course addresses the opportunities and dilemmas that managers face when working in multicultural and global environments. The course is designed to increase managers' effectiveness in identifying, understanding, and managing the cultural components of management, recognizing cultural differences in managerial style, communicating across cultures, creating cultural synergy, managing globally competent people, entry/re-entry, managing ethically across cultures, and understanding, managing, and valuing diversity. Teaching methods include lectures, experiential exercises, group discussions, and audio/video presentations and cases.

Academic Org TRS Business - HR and OB

Components Lecture: 3.00

Requisites Prerequisite: MHR 405 or HTH 601

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MHR 711

Course ID 021694

Short Title Occupational Health and Safety

Long Title Occupational Health and Safety

Long Descr This course is designed to provide students with an introduction to the growing and changing field of Occupational Health and Safety Management. The multiple dimensions of the subject - technical, legislative, political, personal, and moral - will be covered. Topics will include: legislation, accident prevention, sickness, lateness and absenteeism, establishing corporate physical and mental health policies, practices and programs, monitoring of the workplace environment, and establishing industrial hygiene standards and corporate health and safety policies.

Academic Org TRS Business - HR and OB

Components Lecture: 3.00

Requisites Prerequisite: MHR 523 or HTH 503 or Direct Entry; Not available to students in Occupational and Public Health.

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

MHR 721

Course ID 001775

Short Title Negotiation/Confl Resolution

Long Title Negotiation and Conflict Resolution

Long Descr The primary objective of this course will be to explore the major concepts and theories of the psychology of negotiation and conflict resolution. A second objective is to enable students to apply these concepts and theories, through role-plays, class discussion and self-assessment, to analyze and adjust their negotiation and conflict styles to achieve better outcomes for themselves and others.

Academic Org TRS Business - HR and OB

Components Lecture: 3.00

Requisites
Equivalencies

Attributes Case Studies
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

MHR 733

Course ID 005530

Short Title Training and Development

Long Title Training and Development

Long Descr This course explains how the training and development function furthers an organization's strategy and its performance management process. It helps students understand and apply relevant theories to the design, delivery and evaluation of training programs. Related topics include; assessing training needs, setting learning outcomes and training objectives, designing, delivering and evaluating training programs.

Academic Org TRS Business - HR and OB

Components Lecture: 3.00

Requisites Prerequisite: MHR 523 or HTH 503 or Direct Entry

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MHR 741

Course ID 003026

Short Title Interpersonal Dynamics Teams

Long Title Managing Interpersonal Dynamics and Teams

Long Descr A manager's success is highly dependent upon his or her self-awareness, and knowledge of techniques for effectively managing interpersonal dynamics and teams. The course moves from a focus on the management of self to a focus on the management of others, individually and in teams. Topics include: increasing self-awareness, stress management, building relationship and supportive communication, gaining power and influence, negotiating and resolving conflict, empowering and engaging others, leading positive change and building effective teams. This course is intended for students who already possess a conceptual foundation in organizational behaviour. (formerly MGT 741)

Academic Org TRS Business - HR and OB

Components Lecture: 3.00

Requisites Prerequisite: MHR 405 or HTH 601

Equivalencies MHR741/MGT741

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics**MHR 749****Course ID** 002843**Short Title** Compensation Management**Long Title** Compensation Management

Long Descr This course provides students with an understanding of the principles, processes, issues and techniques involved in establishing compensation and reward programs in organizations within a framework of fairness and equity. Compensation will be looked at from the perspective of base pay, benefits and incentive pay. As well, students will be introduced to the relationship between motivation theories and effective remuneration and reward programs. The course will focus on the major components in developing an effective compensation and rewards program such as legislation, principles of equity and fairness, job analysis, job evaluation, compensation surveys, benefits and incentives. Current events in relation to compensation and rewards will be explored.

Academic Org TRS Business - HR and OB**Components** Lecture: 3.00**Requisites** Prerequisite: MHR 523 or HTH 503 or Direct Entry**Equivalencies** MHR749/MGT749**Attributes****Dept Consent** No Special Consent Required**Drop Consent** No Special Consent Required**Dynamic Date** TRANSITION**Grd Basis** Graded**Hegis Code****GPA Weight** 1.00/1.00**Billing Units** 1.0**Course Count** 1.0**Repeat for Credit** N**Total Completions** 1**Course Topics**

MHR 841

Course ID	005780
Short Title	Organization Theory and Design
Long Title	Organization Theory and Design
Long Descr	At some stage along one's career path the entrepreneur or manager will have to confront issues such as the changing global environment, mergers and acquisitions, technological advances and innovations, organizational politics, and conflict resolution. Organizations must change to accommodate these new internal and external contingencies. This course aims to provide students with an in-depth understanding of organizational structure and design in relationship to these issues. Topics include: organization environment, organic and mechanistic structures, the open system concept, impact of technology, global organization structures and contemporary approaches, management of innovation and change, organizational culture and ethical values, and organizational politics. (formerly MGT 841).
Academic Org	TRS Business - HR and OB
Components	Lecture: 3.00
Requisites	Prerequisite: MHR 405 or HTH 601
Equivalencies	MHR841/MGT841
Attributes	Case Studies
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

MHR 849

Course ID	000442
Short Title	Human Resources Planning
Long Title	Human Resources Planning
Long Descr	This course addresses the strategic human resource management activity of planning for future human resource requirements. The importance of aligning human resources planning with corporate and business strategies is emphasized, as well as preliminary needs for human resources information systems, job analysis, and environmental scanning. The course is centered around analysis and forecasting of the organization's future demand for human resources, and future supply of human resources. Related topics include: succession planning, career management, outsourcing, downsizing, and mergers and acquisitions.
Academic Org	TRS Business - HR and OB
Components	Lecture: 3.00
Requisites	Prerequisite: MHR 523 and three of (MHR 405, MHR 522, MHR 600, MHR 623, MHR 711, MHR 733, MHR 749)
Equivalencies	MHR849/MGT849
Attributes	
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	

GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

MHR 850

Course ID 001583

Short Title Coach, Facilitate and Consult

Long Title Coaching, Facilitation and Internal Consulting

Long Descr This course provides participants with an introduction to the knowledge, skills, and abilities needed to perform the roles of coaching, facilitating and internal consulting. It covers the planning for, implementation of, and evaluation of coaching, facilitating and internal consulting within the organization as well as the assessment and development of the interpersonal skills that are integral to these roles.

Academic Org TRS Business - HR and OB

Components Lecture: 3.00

Requisites Prerequisite: MHR 741

Equivalencies MHR850/MGT850

Attributes Community-based Learning, External Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MHR 901

Course ID 025594

Short Title Strategic Human Resources Mgt

Long Title Strategic Human Resources Management

Long Descr Successful organizations need sound human resources management strategies that are inextricably linked to their organizational strategies. In this course students majoring in Human Resources Management learn to integrate various human resources, organizational behaviour and industrial relations metrics and practices to improve managerial and organizational effectiveness. Specific topics include new and emerging perspectives on motivation, rewards, retention, industrial relations, globalization, restructuring and leadership. A centerpiece of the course is an interactive, human resources management simulation.

Academic Org TRS Business - HR and OB

Components Lecture: 3.00

Requisites Prerequisite: Students must be enrolled in Human Resources major and have completed a minimum of 6 MHR courses

Equivalencies

Attributes Capstone

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 120

Course ID 025421

Short Title Work Term I HR Management

Long Title Work Term I - Human Resources Management

Long Descr Co-op position must be related to Human Resources Management and may be entry-level or junior in responsibility and content. This course is graded on a pass/fail basis.

Academic Org TRS Business - HR and OB

Components Lecture: 1.00

Requisites

Equivalencies

Attributes Co-operative Education

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 220

Course ID 025422

Short Title Work Term II HR Management

Long Title Work Term II - Human Resources Management

Long Descr Co-op position must be related to Human Resources Management and should build on the experience of the first work term. This course is graded on a pass/fail basis.

Academic Org TRS Business - HR and OB

Components Lecture: 1.00

Requisites

Equivalencies

Attributes Co-operative Education

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 320

Course ID 025423

Short Title Work Term III HR Management

Long Title Work Term III - Human Resources Management

Long Descr Co-op position must be related to Human Resources Management and should progressively demand more of the student than the first two work terms. This course is graded on a pass/fail basis.

Academic Org TRS Business - HR and OB

Components Lecture: 1.00

Requisites

Equivalencies

Attributes Co-operative Education

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 420

Course ID 025424

Short Title Work Term IV HR Management

Long Title Work Term IV - Human Resources Management

Long Descr Co-op position must be related to Human Resources Management and require the student to complete some independent work or have substantial responsibility for meeting specific objectives. This course is graded on a pass/fail basis.

Academic Org TRS Business - HR and OB

Components Lecture: 1.00

Requisites

Equivalencies

Attributes Co-operative Education

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FMG 901

Course ID 024058

Short Title Foundations of Marketing

Long Title Foundations of Marketing

Long Descr This course demonstrates the history and role of marketing and its relationship to and integration with other business functions. Fundamental marketing principles, including the global and domestic external environment, target marketing, positioning, segmentation, consumer and corporate behaviour, research, product, price, distribution and promotions as well as specific quantitative marketing decision making tools will be reviewed in terms of value creation for stakeholders. Micro and macro marketing strategies including global and ethical issues and challenges are reviewed. 1 Credit.

Academic Org Ted Rogers School of Mgt

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent Department Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FMG 902

Course ID 024059

Short Title Foundations of Management

Long Title Foundations of Management

Long Descr This course provides fundamentals of non-financial management functions from an organizational structure, activity and context perspective and includes discussions of the history of management thought, business law, corporate governance and the roles and responsibilities of managers and executives. Principles of organizational behaviour / human resources and their relationship to operations, management information systems, technology and entrepreneurship are considered. 1 Credit.

Academic Org Ted Rogers School of Mgt

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent Department Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics**FMG 903****Course ID** 024060**Short Title** Fnds of Quantitative Methods**Long Title** Foundations of Quantitative Methods

Long Descr This course provides students basic statistical and decision making tools for strategic global and domestic business decisions, in the context of today's information technology framework, building on previous business knowledge. Students learn to apply a variety of computer based tools for statistical analysis of business problems and develop a broader understanding of the role of information technology to support strategic, predictive and analytical methods in business. 1 Credit.

Academic Org Ted Rogers School of Mgt**Components** Lecture: 3.00**Requisites****Equivalencies****Attributes****Dept Consent** Department Consent Required**Drop Consent** No Special Consent Required**Dynamic Date** TRANSITION**Grd Basis** Graded**Hegis Code****GPA Weight** 1.00/1.00**Billing Units** 1.0**Course Count** 1.0**Repeat for Credit** N**Total Completions** 1**Course Topics**

FMG 904

Course ID 024061

Short Title Foundations of Accounting

Long Title Foundations of Accounting

Long Descr This course provides students accounting fundamentals from a business perspective including balance sheets, income statements, cash flow statements, retained earnings, depreciation, receivables, inventory, amortization, deferred taxes, goodwill and generally accepted accounting principles. A variety of managerial models including cost-volume profit, activity based costing, economic value-added, transfer pricing, overhead allocation and balanced scorecard that are used in accounting decision making are reviewed in the context of previous business knowledge, business strategy, control systems and the global and domestic environment. 1 Credit.

Academic Org Ted Rogers School of Mgt

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent Department Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

FMG 905

Course ID 024062

Short Title Foundations of Economics

Long Title Foundations of Economics

Long Descr This course provides a micro and macro- economic perspective on business decision making in the global and domestic environment. This course develops the fundamental tools of economic analysis essential for understanding marketing and relates them to managerial decision making. The economic concepts of business cycles, growth, inflation, credit, interest rates, monetary and fiscal policies are examined. International, input and product markets, foreign and domestic investments, multinationals, mergers and acquisitions and exchange rates are considered in the context of previous business knowledge. 1 Credit.

Academic Org Ted Rogers School of Mgt

Components Lecture: 3.00

Requisites Antirequisites: ECN 104 and ECN 204

Equivalencies

Attributes

Dept Consent Department Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for CreditN
Total Completions1
Course Topics

FMG 906

Course ID 024063

Short Title Foundations of Finance

Long Title Foundations of Finance

Long Descr This course provides the fundamentals of finance for the manager of an enterprise in the domestic and global business environment. Concepts including shareholder wealth maximization, financial statement analysis and interpretation, ratios, time value of money, discounted cash flow analysis, valuation of financial assets, value of equity, interest rate analysis, value of debt and bond valuation will be addressed in the context of previous business knowledge. 1 Credit.

Academic Org Ted Rogers School of Mgt

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent Department Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for CreditN

Total Completions1

Course Topics

BUS 221

Course ID 024734

Short Title Business Decision-Making

Long Title Business Decision-Making

Long Descr Success in business requires skill at gathering and filtering information, and turning information into good decisions. This course introduces the tools and techniques of information analysis and critical thought, along with formal methods for improved decision making. Topics include argument structure and presentation and introductory decision theory. Students will learn the significance of a critical mindset not just for meeting an organization's strategic objectives and legal obligations, but also for contributing to creativity and innovation.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

BUS 223

Course ID 024735

Short Title Ethics in Commerce

Long Title Ethics in Commerce

Long Descr Ethical issues are everywhere in the world of business. Ethics - consideration of right and wrong - applies at three overlapping levels: the managerial, the organizational, and the level of entire markets. This course provides a broad understanding of ethical issues at all three levels. It emphasizes teaching students a method for thinking about and expressing a view on particular cases of ethical dispute or uncertainty. Students will also explore the relationship between ethics and legal requirements.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics**LAW 68A****Course ID** 024354**Short Title** Law and Business Clinic-A**Long Title** Law and Business Clinic-A

Long Descr The Law and Business Clinic offers upper year students the opportunity to serve clients under the supervision of lawyers and academic coordinator on a variety of business-related legal matters. Students will gain practical, "hands-on" experience as they assist clients with business law matters such as incorporation, drafting the articles of incorporation, reviewing shareholder and partnership agreements, trade-marks, compliance with regulation, and employment law matters. Clinical experience will be supplemented with weekly seminars to equip students with the knowledge and skills necessary to serve their clients. Clients will include small businesses and entrepreneurs who cannot afford a lawyer. Only available to Law and Business majors. See teaching department for consent criteria.

Academic Org TRS Business - Law**Components** Lecture: 3.00**Requisites****Equivalencies**

Attributes Practicum/Placement
Dept Consent Department Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Multi-Term Course: Not Graded
Hegis Code
GPA Weight 0.00/0.00
Billing Units 1.0
Course Count 0.0
Repeat for Credit N
Total Completions 1
Course Topics

LAW 68B

Course ID 024355

Short Title Law and Business Clinic-B

Long Title Law and Business Clinic-B

Long Descr The Law and Business Clinic offers upper year students the opportunity to serve clients under the supervision of lawyers and academic coordinator on a variety of business-related legal matters. Students will gain practical, "hands-on" experience as they assist clients with business law matters such as incorporation, drafting the articles of incorporation, reviewing shareholder and partnership agreements, trade-marks, compliance with regulation, and employment law matters. Clinical experience will be supplemented with weekly seminars to equip students with the knowledge and skills necessary to serve their clients. Clients will include small businesses and entrepreneurs who cannot afford a lawyer. Only available to Law and Business majors. See teaching department for consent criteria.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites Prerequisite: LAW 68A

Equivalencies

Attributes Capstone, External Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 2.00/2.00

Billing Units 1.0

Course Count 2.0

Repeat for Credit N

Total Completions 1

Course Topics

LAW 122

Course ID 004223

Short Title Business Law

Long Title Business Law

Long Descr This is an introductory course, prerequisite to further studies in law. The course begins with a discussion of the nature and sources of law and an examination of the court system in Canada, the Charter of Rights and Freedoms, and a survey of the more important aspects of the law of torts. The course then concentrates on the legal requirements for the formation of a valid contract. Other major contract law topics include interpretation, privity, discharge, breach, and special types of contracts. Selected cases will be examined.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites

Equivalencies LAW122 + CNED Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

LAW 204

Course ID 025179

Short Title Legal Analysis in Bus Context

Long Title Legal Analysis in a Business Context

Long Descr Legal analysis is an important component of business operation and development. Those able to identify legal issues are positioned to manage legal risk and guide actors through business decision-making. Focused on core competencies, students in this course will learn to use legal analysis, critical thinking, and communication for business consulting. Students will develop particular capabilities, including the ability to search for and use legal sources as well as write for a business audience.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites Available only to Law and Business students.
Equivalencies

Attributes
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

LAW 321

Course ID 001555

Short Title Law of Hospitality and Tourism

Long Title The Law of Hospitality and Tourism

Long Descr This course covers aspects of business law from the hospitality perspective. It deals with issues such as discrimination in the provision of services, exclusion clauses in recreational activities, tort liability of alcohol servers, the innkeeper-guest relationship, franchise agreements and the agency relationship in the travel agency. Successful completion of the course will help students to assess the risks of a given course of action in the operation of a hospitality business. Relevant statutes and selected cases are examined.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites Prerequisite: LAW 122

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

LAW 326

Course ID 002890

Short Title Law for Health Managers

Long Title Law for Health Managers

Long Descr An overview of law relating to Canadian health care delivery, principally from an Ontario perspective. Topics include the constitutional framework, regulation of health professions, medical ethics, public health, coroners' inquests, litigation, capacity and informed consent, powers of attorney, substitute decisions including end of life, mental health, health information and privacy, employment rights, dispute resolution, and how to search for applicable statutes, regulations and case law. Formerly HSM 326.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

LAW 401

Course ID	025181
Short Title	Info Access and Privacy Protec
Long Title	Information Access and Privacy Protection
Long Descr	This course aims to provide students with an introduction to key concepts of information access and protection of privacy and to provide practical skills on managing these two domains. It will highlight relevant principles and practices through an examination of applicable federal and provincial legislation with an Ontario emphasis.
Academic Org	TRS Business - Law
Components	Lecture: 3.00
Requisites	Prerequisites: LAW 122
Equivalencies	
Attributes	
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

LAW 402

Course ID 025182

Short Title Health Info Access and Privacy

Long Title Health Information Access and Privacy

Long Descr Laws governing health information privacy, access, and management have an impact on healthcare providers, public bodies with a role in the healthcare sector, employers, professional regulatory bodies, fundraisers, insurers, and researchers. This course is designed to assist these individuals develop a thorough understanding of the policies, practices, laws, and regulation that address confidentiality, privacy, and security of health information.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites Prerequisites: LAW 122

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

LAW 525

Course ID 003414

Short Title The Law of the Marketplace

Long Title The Law of the Marketplace

Long Descr An examination of the law concerning the marketplace in Canada. Common law precedents and federal and provincial statutes which govern business practices and define legal rights and remedies in the commercial environment are analyzed. Major topics include product liability, consumer warranties, misleading advertising, regulation of competition, hazardous products, packaging and labelling, consumer credit transactions, and privacy and freedom of information legislation. Relevant statutes and selected cases are examined.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites Prerequisite: LAW 122

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

LAW 529

Course ID 001208

Short Title Employment and Labour Law

Long Title Employment and Labour Law

Long Descr This course is designed to acquaint the student with a general understanding of labour and employment law, particularly in Ontario. The role of common law and Ontario statutes affecting workers is examined. Legislation and case law concerning hiring employment contracts, employment standards, human rights, privacy, health and safety and wrongful dismissal is reviewed. The latter part of the course introduces the collective bargaining relationship with particular concentration on the Labour Relations Act. Relevant statutes and selected cases are examined.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites Prerequisite: LAW 122

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

LAW 533

Course ID 022837

Short Title Corp Social Respon and the Law

Long Title Corporate Social Responsibility and the Law

Long Descr This course concentrates on an examination of the legal aspects of corporate social responsibility (CSR). Topics discussed include the relationship between the law and CSR, ethics, and risk management, distinctive legal aspects of sectoral approaches to CSR, legal dimensions of CSR (contractual, torts, regulatory, international law), novel CSR legal approaches (certification, reporting, supply chain), and NGO-stakeholder aspects. Selected cases are examined.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites Prerequisite: LAW 534, LAW 573

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

LAW 534

Course ID 022838

Short Title Govt Regulation of Business

Long Title Government Regulation of Business

Long Descr This course concentrates on an examination of the legal aspects of the government regulation of business. Topics discussed include the evolution of regulatory law, the relation between regulatory law, private law, and business risk management, types of regulatory law, constitutional division of powers, issues and Charter of Rights and Freedoms aspects, licences, regulatory offences and defences, inspections and investigations, and sentences. Selected cases are examined.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites Prerequisite: LAW 122, LAW 204

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

LAW 535

Course ID	022839
Short Title	Environmental Law and Business
Long Title	Environmental Law and Business
Long Descr	This course introduces students to the regulatory policies governing the environment in Canada, with a focus on the implications for business operations. The discourse of sustainable development aims to reconceptualize the business-environment-society relationship at both the national and global levels of governance. The course critically examines the principles that the sustainability discourse has generated: the internalization of environmental costs through the use of economic instruments; the principle of environmental justice, and the precautionary principle. Students choosing this course should be in their graduating year.
Academic Org	TRS Business - Law
Components	Lecture: 3.00
Requisites	Prerequisite: LAW 122
Equivalencies	
Attributes	Research Project
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

LAW 568

Course ID 026856

Short Title Cyber Crime and the Law

Long Title Cyber Crime and the Law

Long Descr This course introduces students to cyber-crime and its relationship to the law in a Canadian context. It describes foundational concepts and core principles in criminal and quasi-criminal law, and how they impact on the current regulatory framework for cyber-crime and considers alternatives in detail. It also explores approaches to effective law enforcement, while considering the question of constitutional and other restraints - including cost - on regulation.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites Prerequisites: LAW122 or CRM200

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

LAW 573

Course ID 026857

Short Title The Ethical-Legal Nexus

Long Title Understanding the Ethical-Legal Nexus

Long Descr This course focuses on the relationship between law and ethics in business contexts. Students explore the role of ethics in shaping regulations and legal decision-making. After introducing a theoretical framework, the course examines case studies in areas like economic regulation, contract law, and international trade law. The course gives students tools for identifying and understanding the interaction between ethical problems and legal rules and to critically engage in debates regarding regulatory frameworks in business contexts.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites Prerequisites: LAW 122, BUS 223

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

LAW 580

Course ID 027045

Short Title Corporations Human Rights Law

Long Title Corporations and Human Rights Law

Long Descr This course focuses on the relationship between domestic and international law and transnational corporations and builds upon previous law courses providing business students with knowledge of the complexity surrounding the relationship between transnational corporations' operation and activity and international law. *It is recommended that LAW724 is completed prior to or taken alongside LAW580

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites Prerequisites: LAW 122

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

LAW 601

Course ID 024356

Short Title Intellectual Property Law

Long Title Intellectual Property Law

Long Descr This Course is for students seeking solid grounding in Intellectual Property law. IP rights (including patents, copyrights, trademarks, industrial designs, confidential information, geographical indicators, traditional knowledge and personality rights) have increasing significance in manufacturing and knowledge-based economies. 21st Century business environments require working knowledge of IP and the ability to interact with IP assets and internal/external IP professionals. Course reviews current Canadian IP law and provides practical advice/strategies for dealing with IP issues.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites Prerequisite: LAW 122

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

LAW 602

Course ID 024357

Short Title White Collar Crime

Long Title White Collar Crime

Long Descr This course examines criminal and regulatory offences committed by corporations and executives that are typically described as "white collar crime". The relevant portions of the Criminal Code and other statutes are discussed in light of selected cases and regulatory decisions.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites Prerequisite: LAW 534 or CRM 200

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

LAW 603**Course ID** 002146**Short Title** Advanced Business Law**Long Title** Advanced Business Law

Long Descr This course begins with an examination of the law governing business relationships and forms of business organizations, including the legal requirements for the formation of the corporation and partnership. Special contractual relationships affecting business are studied followed by an examination of the law pertaining to secured transactions and bankruptcy procedures. The course also surveys the law of real property, including the leasehold interest and mortgages. Relevant statutes and selected cases are examined.

Academic Org TRS Business - Law**Components** Lecture: 3.00**Requisites** Prerequisite: LAW 122**Equivalencies****Attributes****Dept Consent** No Special Consent Required**Drop Consent** No Special Consent Required**Dynamic Date** TRANSITION**Grd Basis** Graded**Hegis Code****GPA Weight** 1.00/1.00**Billing Units** 1.0**Course Count** 1.0**Repeat for Credit** N**Total Completions** 1**Course Topics**

LAW 604

Course ID 024358

Short Title Legal Fndns of Corp Governance

Long Title Legal Foundations of Corporate Governance

Long Descr This course concentrates on the legal infra-structure underpinning contemporary corporate governance. Topics examined include a survey of relevant Canadian legislation, various theories of the corporation and corporate governance, the role of shareholders, directors, officers and other key stakeholders, directors' duties and liabilities, as well as managerial performance. The course will also examine key aspects of international corporate governance and selected examples of corporate governance issues.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites Prerequisite: LAW 603

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

LAW 605

Course ID 024359

Short Title Securities Law

Long Title Securities Law

Long Descr This course focuses on the regulation of securities in Canada, with a particular focus on Ontario. In addition to studying the policy rationales for securities regulation and core concepts such as the idea of a "security", students will learn about the obligations placed on persons involved in the issuance and trade of securities. Students will also examine the framework for securities regulation in Ontario, including consideration of the role and authority of the securities regulator and liability and enforcement issues.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites Prerequisite: LAW 603

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

LAW 606

Course ID 024360

Short Title Adv Issues-Labour and Empl Law

Long Title Advanced Issues in Labour and Employment Law

Long Descr This course involves more advanced analysis of labour and employment law as a key area of socio-economic policy. In addition to a more intensive analysis of labour and employment law topics introduced in LAW529, the course also explores various new areas of law and inquiry, including: evolution and boundaries of labour and employment law; the historical development and theoretical justifications for the collective bargaining regime; comparative labour law; alternative models of employee representation; the evolving impact of the Charter of Rights and Freedoms on labour and employment relations; and international labour law.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites Prerequisite: LAW 529

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

LAW 607

Course ID 024361

Short Title Sel Topics in Law and Policy

Long Title Selected Topics in Law and Policy

Long Descr This course is designed for students wishing to examine a policy or legal topic which may not be available through course offerings in a given year. It is suitable for students interested in gaining a deep understanding of the ways in which social, political and economic discursive frameworks are both shaped by, and a reflection of, the choice of legal instruments and the design of legal institutions. The student will develop a plan of study under the supervision of an assigned faculty member with expertise in the chosen subject field. This directed study course is normally intended for undergraduate students in their final year of study and graduate students. Departmental permission is required in order to enroll in this course.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites Prerequisite: LAW 603

Equivalencies

Attributes

Dept Consent Department Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

LAW 703

Course ID 024774

Short Title Real Estate Law

Long Title Real Estate Law

Long Descr The study of law is important for all real estate professionals. This course covers topics such as construction law, development law, land use regulation, acquisitions and transactions. Mortgages, leases and other real property interests are covered at an advanced level.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites Prerequisite: LAW 603

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

LAW 722

Course ID 000946

Short Title Law and Canadian Business

Long Title Law and Canadian Business

Long Descr Law and Canadian Business Lecture and Seminar Series. An advanced seminar that concentrates on the application of principles of some major fields of law encountered in practical problems in business. An in-depth perspective will be made of important aspects of business law. These will be discussed along with relevant statutes and selected cases which will be examined. Students choosing LAW 722 should be in their graduating year.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites Prerequisites: LAW 534, LAW 603, LAW 573; Available only to Law and Business students.

Equivalencies

Attributes Capstone

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

LAW 723

Course ID 004141

Short Title Issues in Info Tech Law

Long Title Issues in Information Technology Law

Long Descr This course focuses on emerging legal problems associated with the growth of information technology in Canada and internationally. It focuses on the legal protection of electronic information and technology through patents, copyright, trademarks and trade secrets, and upon contractual issues (electronic signatures, problems of verification, contracts which must be in writing, and security of information) in the procurement of products and services, especially through the Internet and other e-commerce conduits. A range of other topics, such as data protection and privacy, the regulation of the Internet, the harmonization of law globally, computer crime, and remedies will be discussed. Students should be in their graduating year.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites Prerequisite: LAW 122

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

LAW 724

Course ID 002671

Short Title Legal Aspects of Int'l Busn

Long Title Legal Aspects of International Business

Long Descr This course will acquaint the businessperson with the legal aspects of doing business in a global environment. It will include legal considerations relevant to entrepreneurs engaged in import or export and to companies seeking greater presence in foreign countries as well as legal principles applicable to multinational corporations. Topics covered will include: bilateral and multilateral trade agreements including the GATT, the EC and the Canada-U.S. Free Trade Agreement; legal aspects of the international sale of goods; legal aspects of financing international sales of goods; forms of business organization abroad; licensing and franchising; international protection of intellectual property; comparative anti-trust legislation; conflict of laws and international settlement of disputes. Students choosing LAW 724 should be in their graduating year. (Formerly IBS 800)

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites Prerequisite: LAW 122

Equivalencies IBS800/LAW724

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

LAW 725

Course ID 024362

Short Title Visiting Professor Law Seminar

Long Title Visiting Professor Law Seminar

Long Descr This seminar will be offered in an intensive manner over 2-3 weeks typically in the spring/summer term. The seminar will be led by a visiting professor and will offer students a unique opportunity to benefit from the knowledge and perspective of renowned scholars. Advanced topics concerning law and business in Canada and other jurisdictions, based on the visiting professor's research and expertise, will be discussed. Students must commit to attending and participating in all sessions of the seminar.

Academic Org TRS Business - Law

Components Lecture: 3.00

Requisites Prerequisite: LAW 603

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 131

Course ID 025405
Short Title Work Term I Law and Business
Long Title Work Term I - Law and Business
Long Descr Co-op position must be related to Law and Business and may be entry-level or junior in responsibility and content. This course is graded on a pass/fail basis.
Academic Org TRS Business - Law
Components Lecture: 1.00
Requisites
Equivalencies
Attributes Co-operative Education
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Pass/Fail
Hegis Code
GPA Weight 0.00/0.00
Billing Units 0.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

WKT 231

Course ID 025406
Short Title Work Term II Law and Business
Long Title Work Term II - Law and Business
Long Descr Co-op position must be related to Law and Business and should build on the experience of the first work term. This course is graded on a pass/fail basis.
Academic Org TRS Business - Law
Components Lecture: 1.00
Requisites
Equivalencies
Attributes Co-operative Education
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Pass/Fail
Hegis Code
GPA Weight 0.00/0.00
Billing Units 0.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

WKT 331

Course ID 025407

Short Title Work Term III Law and Business

Long Title Work Term III - Law and Business

Long Descr Co-op position must be related to Law and Business and should progressively demand more of the student than the first two work terms. This course is graded on a pass/fail basis.

Academic Org TRS Business - Law

Components Lecture: 1.00

Requisites

Equivalencies

Attributes Co-operative Education

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 431

Course ID 025408

Short Title Work Term IV Law and Business

Long Title Work Term IV - Law and Business

Long Descr Co-op position must be related to Law and Business and require the student to complete some independent work or have substantial responsibility for meeting specific objectives. This course is graded on a pass/fail basis.

Academic Org TRS Business - Law

Components Lecture: 1.00

Requisites

Equivalencies

Attributes Co-operative Education

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MKT 100

Course ID 002315

Short Title Principles of Marketing

Long Title Principles of Marketing

Long Descr This course introduces students to the fundamental building blocks of marketing: the theories, principles and concepts of market behaviour; marketing metrics and financial marketing; and the skills to leverage this knowledge with IT tools to execute marketing strategies. Students begin to develop the quantitative and qualitative skills and knowledge to make effective and ethical decisions in both the consumer and business markets. Topics include financial marketing, the marketing mix, environmental scanning, segmenting, targeting and positioning. Students planning to enter the Marketing Management Major must obtain a 2.67 GPA (B-) in this course.

Academic Org TRS Business - Marketing

Components Lecture: 3.00

Requisites Antirequisite: HTM 302

Equivalencies

Attributes Online Synchronous

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MKT 300

Course ID 023261

Short Title Marketing Metrics and Analysis

Long Title Marketing Metrics and Analysis

Long Descr This course provides students with state-of-the-art contemporary demand and supply marketing metrics and analytic tools, such as marketing research, share of mind, margins and profits, product, sales force, and channel management, advertising media and web metrics to integrate marketing performance with the firm's strategic thrusts and corporate finances. Students are introduced to the case method as a model for critically analyzing situations and developing evidence-based, ethical decision-making skills using marketing theory and marketing metrics.

Academic Org TRS Business - Marketing

Components Lecture: 3.00

Requisites Prerequisite: MKT 100 or HTM 302 or Direct Entry

Equivalencies

Attributes Simulation

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N
Total Completions 1
Course Topics

MKT 310

Course ID 024347

Short Title Marketing Plans

Long Title Marketing Plans

Long Descr Marketing is about creating, communicating and delivering value to customers. This course focuses on developing plans for identifying and attracting desirable customers for a business. Topics include strategic market planning, the 4 Ps of marketing, segmentation, targeting, positioning, and basic marketing metrics. Students learn how to develop an effective marketing plan for a new product or service in common vertical markets such as hospitality, retail, consulting, and professional services. This course is not available to programs within the Ted Rogers School of Management.

Academic Org TRS Business - Marketing

Components Lecture: 3.00

Requisites Prerequisite: BSM 200; Not available to students in programs within the Ted Rogers School of Management

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MKT 400

Course ID 023262

Short Title Understanding Consumers

Long Title Understanding Consumers

Long Descr This course involves using social science theories to understand consumers and design effective marketing strategies in response to current trends and challenges facing businesses. Students will employ analytical and critical thinking skills to assess the relevance and implications of current theories for marketing decision-making. This theoretical course is fundamental to analyzing, interpreting, and understanding the personal, psychological, social, and economic aspects of the marketing environment.

Academic Org TRS Business - Marketing

Components Lecture: 3.00

Requisites Prerequisite: MKT 300; Antirequisites: MKT 502, RMG 302

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MKT 500

Course ID 023263

Short Title Marketing Research

Long Title Marketing Research

Long Descr This course examines the role of marketing research in making strategic marketing decisions through the application and use of the scientific method and traditional quantitative and qualitative marketing research tools. Students hone their quantitative skills by developing a deeper understanding of the importance of large datasets, Web analytics and secondary analysis, and the role of financial and other marketing metric data in evidence-based and ethical decision-making. Group project work develops communication and teamwork skills.

Academic Org TRS Business - Marketing

Components Lecture: 3.00

Requisites Prerequisite: MKT 300; Antirequisites: RMG 700 and HRT 741

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MKT 504

Course ID 004468

Short Title Effective Persuasion

Long Title Effective Persuasion

Long Descr This course covers the fundamentals of the sales process and personal persuasion in the business world. Students work individually and in groups to discuss the theories and practice of effective techniques for selling themselves, their ideas and/or their products to prospective employers and/or customers. Students participate in discussions and role playing to develop an ethical understanding of customer interface, and high level communication and interpersonal skills, which are the cornerstones for successful selling.

Academic Org TRS Business - Marketing

Components Lecture: 3.00

Requisites Prerequisite: MKT 100 or HTM 302 or Direct Entry; Antirequisite: HTM 604

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MKT 510

Course ID 023264

Short Title Strategic Brand Management

Long Title Strategic Brand Management

Long Descr This course focuses on understanding current issues, trends and challenges facing marketers from the perspective of strategic brand management, marketing theory, marketing metrics, and IT tools and capabilities. Issues include brand equity, advertising and communication, brand activism, digital media, brands and AI, the social web, green marketing, marketing and public policy and product/service innovation.

Academic Org TRS Business - Marketing

Components Lecture: 3.00

Requisites Prerequisite: MKT 400 or RMG 302

Equivalencies

Attributes Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MKT 535

Course ID 025897

Short Title Integrated Marketing Comm.

Long Title Integrated Marketing Communications

Long Descr Capturing customers' attention, and convincing them to buy your product, continues to play a vital role in the success of every business. This course focuses on the necessary skills to develop and build an integrated communications solution that draws on an understanding of consumer behaviour and the buying process. Topics include an examination of channels of communication (both conventional and digital), traditional and emerging communication tactics and strategies, as well as ethical approaches to promotion.

Academic Org TRS Business - Marketing

Components Lecture: 3.00

Requisites Prerequisite: MKT 100, HTM 302 or Direct Entry

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MKT 600

Course ID 023266

Short Title Integrated Case Analysis

Long Title Integrated Case Analysis

Long Descr This course provides an opportunity for students to integrate skills and knowledge already learned about marketing theory and principles, marketing metrics, and the strategic opportunities afforded by technology. Using comprehensive cases that reflect a variety of marketing issues, situations and challenges, students enhance their written and oral communication skills through case analysis and presentations conducted in teams. The course focuses on enhancing analytic, synthesis, integration and research skills to arrive at an evidence-based recommendation. (Transfer credits will not be granted).

Academic Org TRS Business - Marketing

Components Lecture: 3.00

Requisites Prerequisite: MKT 400 or RMG 302

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MKT 700

Course ID 023267

Short Title Mkt Analytics Decision-Making

Long Title Marketing Analytics and Decision-Making

Long Descr This quantitative course advances and enhances skill with marketing metrics through experience with relational databases, data preparation, data analysis, predictive modeling, and common software suites. Using case studies and spreadsheets, students gain insight into when and how to apply data modeling techniques, such as linear regression, logistic regression, decision trees, neural analysis and customer clustering, and their role in strategic decision-making and market plan development. (Transfer credits will not be granted).

Academic Org TRS Business - Marketing

Components Lecture: 3.00

Requisites Prerequisite: MKT 500

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MKT 702

Course ID 003967

Short Title Advanced Marketing Management

Long Title Advanced Marketing Management

Long Descr This advanced course provides students with a deep understanding of the integration of all marketing functions, practices and theories in order to address strategic problems and challenges. Case studies, class discussions and small group projects with external clients allow students to apply their theoretical knowledge, and employ their IT and quantitative skills, while experiencing real business situations and the challenges of developing effective marketing strategies in a dynamic business environment. (Transfer credits will not be granted).

Academic Org TRS Business - Marketing

Components Lecture: 3.00

Requisites Prerequisite: MKT 500 and (MKT 510 or MKT 600)

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions1
Course Topics

	MKT 723
Course ID	005923
Short Title	Services Marketing
Long Title	Services Marketing
Long Descr	This course focuses on the unique challenges faced by Canadian-based service industry companies, such as banks, restaurants, airlines, hotels and insurance. It explores marketing strategies utilized by these firms to improve customer retention, increase customer value and outperform competitors. Students work in groups to complete a marketing plan for a new or existing service, either B2B, B2C, government or not-for-profit by integrating and applying their knowledge of marketing functions and by employing both quantitative and qualitative analytical tools.
Academic Org	TRS Business - Marketing
Components	Lecture: 3.00
Requisites	Prerequisite: MKT 100 or HTM 302 or Direct Entry
Equivalencies	
Attributes	Case Studies
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

MKT 730

Course ID 005310

Short Title Assess/Mnge Mkt Opportunities

Long Title Assessing/Managing Market Opportunities

Long Descr This course examines the creative process of creating new ideas for products and services, the business case that must be made to take an innovation to market, and the strategic formulation and implementation necessary to manage a product for success. Students use both quantitative and qualitative tools to analyze the market, the barriers to entry and the implementation challenges that must be addressed to turn an innovative idea into a marketing success.

Academic Org TRS Business - Marketing

Components Lecture: 3.00

Requisites Prerequisite: MKT 100 or HTM 302 or Direct Entry

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MKT 731

Course ID 000668

Short Title Competitive Intelligence

Long Title Competitive Intelligence

Long Descr This course presents a comprehensive framework for analyzing competition and developing successful marketing strategies. Students develop advanced skills in quantitative and qualitative tools and techniques in order to analyse, predict and understand a company's relative position, the general market situation, the future of the industry, and the opportunities, threats and environmental forces that may impact the future success of an industry, a company, a product or a service.

Academic Org TRS Business - Marketing

Components Lecture: 3.00

Requisites Prerequisite: MKT 300

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MKT 802

Course ID 004531

Short Title Advanced Market Planning

Long Title Advanced Market Planning

Long Descr This capstone course provides students with the opportunity to work in groups to develop a complete integrated marketing plan for a real client. The plan includes a complete set of actionable tactical and strategic recommendations based on primary and secondary research that addresses the client's problems and issues and identifies future opportunities. There is a strong emphasis on interpersonal skills as students manage their project timelines and their relationship with their client. (Transfer credits will not be granted).

Academic Org TRS Business - Marketing

Components Lecture: 3.00

Requisites Prerequisite: MKT 600 and MKT 702

Equivalencies MKT802/MKT601

Attributes External Project, Blended: Mostly Virtual

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MKT 828

Course ID 023513

Short Title Sport Mrktng Concepts/Strategy

Long Title Sport Marketing Concepts and Strategy

Long Descr This course exposes students to the fundamental concepts and strategies related to marketing in sport and recreation organizations. The course adopts an applied approach and emphasizes university/college, technology, sport sponsorship, focusing on the practical application of theory. Topics include the Canadian sport industry, sport brands, media and distribution, promotion and events.

Academic Org TRS Business - Marketing

Components Lecture: 3.00

Requisites Prerequisite: MKT 100 or HTM 302 or Direct Entry; Antirequisite: MKT 827

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code 0050.000

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MKT 829

Course ID 023514

Short Title International Sport Marketing

Long Title International Sport Marketing

Long Descr This course exposes students to the concepts and theories related to marketing in international sports organizations. The course adopts an applied approach and emphasizes both professional and Olympic sport, focusing on the practical application of theory. Topics include sport agents, marketing world sporting events, financing, marketing sport facilities, ambush marketing, events sponsorship, and anti-doping.

Academic Org TRS Business - Marketing

Components Lecture: 3.00

Requisites Prerequisite: MKT 100 or HTM 302 or Direct Entry; Antirequisite: MKT 827

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code 0050.000

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

MKT 850

Course ID 023515

Short Title Applied Research Project

Long Title Applied Research Project

Long Descr Students work individually or in groups to complete a research project for an organization, association or company. The project includes primary and secondary research that addresses the client's problems and issues and identifies future opportunities through a set of actionable recommendations. There is a strong emphasis on interpersonal skills as students manage their project deliverables and their relationship with the client. See teaching department for consent criteria.

Academic Org TRS Business - Marketing

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent Department Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 135

Course ID 025653

Short Title Work Term I Marketing

Long Title Work Term I - Marketing

Long Descr Co-op position must be related to Marketing Management and may be entry-level or junior in responsibility and content. This course is graded on a pass/fail basis.

Academic Org TRS Business - Marketing

Components Lecture: 1.00

Requisites

Equivalencies

Attributes Co-operative Education

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 235

Course ID 025655
Short Title Work Term II Marketing
Long Title Work Term II - Marketing
Long Descr Co-op position must be related to Marketing Management and should build on the experience of the first work term. This course is graded on a pass/fail basis.
Academic Org TRS Business - Marketing
Components Lecture: 1.00
Requisites
Equivalencies
Attributes Co-operative Education
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Pass/Fail
Hegis Code
GPA Weight 0.00/0.00
Billing Units 0.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

WKT 335

Course ID 025657
Short Title Work Term III Marketing
Long Title Work Term III - Marketing
Long Descr Co-op position must be related to Marketing Management and should progressively demand more of the student than the first two work terms. This course is graded on a pass/fail basis.
Academic Org TRS Business - Marketing
Components Lecture: 1.00
Requisites
Equivalencies
Attributes Co-operative Education
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Pass/Fail
Hegis Code
GPA Weight 0.00/0.00
Billing Units 0.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

WKT 435

Course ID 025659
Short Title Work Term IV Marketing
Long Title Work Term IV - Marketing
Long Descr Co-op position must be related to Marketing Management and require the student to complete some independent work or have substantial responsibility for meeting specific objectives. This course is graded on a pass/fail basis.
Academic Org TRS Business - Marketing
Components Lecture: 1.00
Requisites
Equivalencies
Attributes Co-operative Education
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Pass/Fail
Hegis Code
GPA Weight 0.00/0.00
Billing Units 0.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

BUS 850

Course ID 027838
Short Title Strat. Dev. in Uncertain Times
Long Title Strategy Development in Uncertain Times
Long Descr While traditional approaches to strategic analysis are important, organizations face highly disruptive environments and must go beyond traditional approaches to compete in a changing world. This course builds on courses in strategy to address the challenges of innovation and disruption. Students learn about theories of creative disruption, uncertainty, risk, innovation and entrepreneurial behaviour as well as modern approaches to strategy development and implementation. The use of business models to analyse current industries and businesses and develop new ones is examined. Students also gain practical experience by working in groups on strategic cases.
Academic Org TRS Business Management
Components Lecture: 3.00
Requisites Prerequisites: BSM 600 or BUS 800 or HTL 801 or ITM 707 or RMG 500
Equivalencies
Attributes
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

WKT 125

Course ID	025409
Short Title	Work Term I EconMgmt Sci
Long Title	Work Term I - Economics and Management Science
Long Descr	Co-op position must be related to Economics and Management Science and may be entry-level or junior in responsibility and content. This course is graded on a pass/fail basis.
Academic Org	TRS Business Management
Components	Lecture: 1.00
Requisites	
Equivalencies	
Attributes	Co-operative Education
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Pass/Fail
Hegis Code	
GPA Weight	0.00/0.00
Billing Units	0.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

WKT 225

Course ID 025410
Short Title Work Term II Econ Mgmt Sci
Long Title Work Term II - Economics and Management Science
Long Descr Co-op position must be related to Economics and Management Science and should build on the experience of the first work term. This course is graded on a pass/fail basis.
Academic Org TRS Business Management
Components Lecture: 1.00
Requisites
Equivalencies
Attributes Co-operative Education
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Pass/Fail
Hegis Code
GPA Weight 0.00/0.00
Billing Units 0.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

WKT 325

Course ID 025411
Short Title Work Term III Econ Mgmt Sci
Long Title Work Term III - Economics and Management Science
Long Descr Co-op position must be related to Economics and Management Science and should progressively demand more of the student than the first two work terms. This course is graded on a pass/fail basis.
Academic Org TRS Business Management
Components Lecture: 1.00
Requisites
Equivalencies
Attributes Co-operative Education
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Pass/Fail
Hegis Code
GPA Weight 0.00/0.00
Billing Units 0.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

WKT 425

Course ID 025412
Short Title Work Term IV Econ Mgmt Sci
Long Title Work Term IV - Economics and Management Science
Long Descr Co-op position must be related to Economics and Management Science and require the student to complete some independent work or have substantial responsibility for meeting specific objectives. This course is graded on a pass/fail basis.
Academic Org TRS Business Management
Components Lecture: 1.00
Requisites
Equivalencies
Attributes Co-operative Education
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Pass/Fail
Hegis Code
GPA Weight 0.00/0.00
Billing Units 0.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

QMS 102

Course ID 000923
Short Title Business Statistics I
Long Title Business Statistics I
Long Descr This course consists of an introduction to business statistics including methods of describing, summarizing, graphically presenting, measuring and analyzing statistical data, probability distributions, covariance applications, sampling distributions and control charts. The course emphasizes how to apply various statistical techniques in the support of managerial decisions in the various functional areas of business. Students will be required to use appropriate computer software and/or calculator to present and analyse statistical data.
Academic Org TRS Business - Quant Methods
Components Lecture: 3.00
Requisites Antirequisites: QMS 204 , QMS 210, QMS 230, QMS 400
Equivalencies
Attributes
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

QMS 110

Course ID 026387

Short Title Applied Mathematics for Bus

Long Title Applied Mathematics for Business

Long Descr This course will introduce and reinforce fundamental concepts of mathematical modelling that are commonly used in business applications. Student will learn about the properties of mathematical functions and how they are applied across the functional areas of business. Employing a practical, hands-on approach, students will use Excel to analyze mathematical models and summarize their findings in a business report. Essential concepts of financial mathematics will also be covered.

Academic Org TRS Business - Quant Methods

Components Lecture: 3.00

Requisites Antirequisites: ECN 109, ITM 107, QMS 130

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

QMS 130

Course ID 024693

Short Title Quantitative Business Analysis

Long Title Quantitative Business Analysis

Long Descr This course emphasizes how to apply various mathematical techniques in the support of managerial decisions in the various functional areas of business. Review if basic algebra (including linear, quadratic and other special functions), inequalities and linear programming, exponential and logarithmic functions, mathematics of finance, functions, limits and derivative, derivatives and applications.

Academic Org TRS Business - Quant Methods

Components Lecture: 3.00

Requisites Antirequisite: ECN 189, QMS 702

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

QMS 202

Course ID 002039

Short Title Business Statistics II

Long Title Business Statistics II

Long Descr This course builds on the concepts introduced in QMS 102. Some of the topics to be studied follow: confidence interval estimation, hypothesis testing of means, variances, proportions, independence, and simple/multiple regression with applications to forecasting. The course emphasizes how to apply various inferential statistical techniques in the support of managerial decisions in the various functional areas of business. SPSS and/or programmable calculators are used.

Academic Org TRS Business - Quant Methods

Components Lecture: 3.00

Requisites Prerequisite: QMS 102 or QMS 204 or ECN 129 or Direct Entry; Antirequisites: HIM 408, QMS 210, QMS 230, ECN 329

Equivalencies GRA228/QMS202

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

QMS 210

Course ID 026388

Short Title Applied Statistics for Bus

Long Title Applied Statistics for Business

Long Descr This course introduces both descriptive and inferential statistics. Students learn to use descriptive data, in both numeric and graphic formats, as well as inferential statistics to support managerial decisions in applied business contexts. Topics include grouped frequency distribution, measures of central tendency and variability, probability theory, sampling distribution, confidence intervals, hypothesis testing, and linear and multiple regression.

Academic Org TRS Business - Quant Methods

Components Lecture: 3.00

Requisites Antirequisites: QMS 202, QMS 230, ECN 329, HIM 408

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

QMS 230

Course ID 024739

Short Title Statistics for Acctg Finance

Long Title Statistics for Accounting and Finance

Long Descr Statistics for Management includes an introduction to business statistics, methods of describing, summarizing, graphically presenting, measuring and analyzing statistical data in the field of Finance and Accounting. Students will also be exposed to the theoretical underpinnings of management decision, estimation and hypothesis testing. Statistical techniques include analysis of variance, goodness of fit test, chi-square test and simple and multiple regressions.

Academic Org TRS Business - Quant Methods

Components Lecture: 3.00

Requisites Antirequisites: HIM 408, QMS 202, QMS 210, ECN 329

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

QMS 442

Course ID 003930

Short Title Multiple Regression for Bus

Long Title Multiple Regression for Business

Long Descr This course makes a comprehensive examination of both multiple regression and analysis of variance, the most commonly used statistics tools used in business, emphasizing model appropriateness for given business problem and followed by a critical analysis of any assumptions and an assessment of the model accuracy. A real-life project is used to demonstrate the practical use of the techniques. The course is supported by appropriate statistical software.

Academic Org TRS Business - Quant Methods

Components Lecture: 3.00

Requisites Prerequisite: QMS 202 or QMS 210 or QMS 230 or Direct Entry

Equivalencies QMS442/QMS742

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

QMS 521

Course ID 004430

Short Title Business Optimization

Long Title Business Optimization

Long Descr This course is designed to help the prospective manager define the management decision-making process and become familiar with the Operations Research and other linear techniques in practice today. Students will learn to recognize decision situations amenable to O.R. analysis through exposure to the analysis of business problems using model formulation and problem-solving techniques. Analysis will be done using appropriate of software and platforms with an emphasis on output interpretation.

Academic Org TRS Business - Quant Methods

Components Lecture: 3.00

Requisites Prerequisite: QMS 202 or QMS 210 or QMS 230 or Direct Entry

Equivalencies CZQM521/QMS521

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

QMS 522

Course ID 002757

Short Title Linear Algebra

Long Title Linear Algebra

Long Descr This course applies Matrix Algebra to the modelling of Linear Business Systems. Topics include Matrices and Linear Transformations, Determinants and Subspaces. This course should be of interest to students planning graduate studies in Business Administration or Economics.

Academic Org TRS Business - Quant Methods

Components Lecture: 3.00

Requisites Prerequisites: QMS 202 or QMS 210 or QMS230 or Direct Entry; Antirequisites: MTH 108, MTH 141

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

QMS 702

Course ID 003471

Short Title Calculus for Business

Long Title Calculus for Business

Long Descr This course is an introductory course in calculus. Its purpose is to make the student familiar with the basic concepts and appreciate the various applications. The course will be of value to students who wish to further their understanding of business and economic model building. It will also give the student an insight into one of the most powerful and widely used of mathematical tools. Although little prior knowledge will be assumed, the student should have analytical interest. Many graduate business schools now require at least one undergraduate level calculus course. It is strongly recommended that students select QMS 702, Calculus for Business, as an elective in fourth year if they are considering graduate studies in business.

Academic Org TRS Business - Quant Methods

Components Lecture: 3.00

Requisites Prerequisite: QMS 110 or QMS 202 or QMS 210 or QMS 230 or ITM 107 or ECN 329 or HIM 408 or Direct Entry; Antirequisite: ECN 189 or QMS 130

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

QMS 703

Course ID 002182

Short Title Business Forecasting Technq

Long Title Business Forecasting Techniques

Long Descr This course deals with the application, usefulness and limitations of some of the more important and widely used time series forecasting techniques, including Box-Jenkins. A forecasting project will provide the student with insight into the practical problems of forecasting such as data acquisition, model selection and the analysis and interpretation of results. Analysis will be done using the appropriate software and platforms.

Academic Org TRS Business - Quant Methods

Components Lecture: 3.00

Requisites Prerequisite: QMS 202 or QMS 210 or QMS 230 or Direct Entry

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

REM 300

Course ID 024776

Short Title Intro to Real Estate Mgmt

Long Title Introduction to Real Estate Management

Long Descr This first course in real estate introduces students to the nature of real estate and real estate markets. A broad range of real-estate related topics is introduced, including basic real estate economics, basic real estate legal principles, valuation techniques, mortgage mathematics, property management, buying and selling and leasing. Students will learn the basic concepts associated with purchasing a real estate property in Canada. Prior completion of Grade 12 mathematics or equivalent is strongly recommended.

Academic Org TRS Business - Real Estate Mgt

Components Lecture: 3.00

Requisites

Equivalencies

Attributes Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

REM 400

Course ID 024777

Short Title Real Estate Finance I

Long Title Real Estate Finance

Long Descr The first main topic in real estate finance is mortgages. Students learn how mortgage markets work and how to perform basic and intermediate mortgage calculations and analysis. The second topic is the valuation of income-producing real estate properties. Students will learn the standard techniques used by investors in valuing a property, including making projections of rents, expenses, taxes and mortgage debt servicing, and basic discounted cash flow, net present value and net effective rent calculations.

Academic Org TRS Business - Real Estate Mgt

Components Lecture: 3.00

Requisites Prerequisite: REM 700 and (FIN 300 or ECN 320 or AFF 210 or HTA 602);
Antirequisite: FIN 707

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

REM 420

Course ID 024778

Short Title Sustainability in Real Estate

Long Title Sustainability in Real Estate

Long Descr This course will introduce students to real estate in the context of global pressures to reduce our collective impact on the planet. Topics covered will include energy, carbon, water, materials and biodiversity footprints of buildings and communities, social handprints, responses to those pressures from governments, NGOs and industry itself, best practices, and leading innovations in real estate. Green building systems will be considered, as well as hard metrics, and the future will be debated.

Academic Org TRS Business - Real Estate Mgt

Components Lecture: 3.00

Requisites Prerequisite: REM 300

Equivalencies

Attributes Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

REM 500

Course ID 024779

Short Title Development and Project Mgmt

Long Title Real Estate Development and Project Mgmt

Long Descr Real estate development is the process of creating new real estate properties. Students will learn the roles of the key players in this process, including municipal governments, property developers, architects, contractors and others. They will learn how the project is managed, from the inception of the idea, to market research, design, public sector approval, contract negotiation, construction and marketing. Students will learn the nature of development risks and techniques to manage development risk.

Academic Org TRS Business - Real Estate Mgt

Components Lecture: 3.00

Requisites Prerequisite: REM 400 and REM 520; Antirequisite: PLE 635

Equivalencies

Attributes Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

REM 520

Course ID	024780
Short Title	Real Estate Economics
Long Title	Real Estate Economics
Long Descr	In this course students study a variety of economic concepts that are critical to understanding how real estate markets function. Topics include firm and household location decisions, the factors affecting the demand and supply of real estate, the role of local governments in real estate markets, and urban structure, function and growth.
Academic Org	TRS Business - Real Estate Mgt
Components	Lecture: 3.00
Requisites	Prerequisites: (ECN 104 and ECN 204) or (ECN 101 and ECN 201) or Direct Entry
Equivalencies	
Attributes	Research Project
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

REM 600

Course ID 024781

Short Title Housing and Construction Mgmt

Long Title Housing and Construction Management

Long Descr The focus in this course is the housing market, including condominiums, single-family homes and large land development projects. Topics in this course include demographic analysis, housing design, site planning, public relations and the municipal approval process. Particular attention is paid to the physical structure of residential properties and the management of the construction process.

Academic Org TRS Business - Real Estate Mgt

Components Lecture: 3.00

Requisites Prerequisite: REM 400 and REM 520

Equivalencies

Attributes Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

REM 620

Course ID 024782

Short Title Real Estate Investment Analys

Long Title Real Estate Investment Analysis

Long Descr This course extends the techniques learned in REM400 to study the nature of credit and interest rate risk in mortgages, the management of real estate portfolios and the means of hedging risk in such portfolios through the use of derivative securities. Students will learn (i) contingent claims methods to value risky mortgage loans, (ii) the use of arbitrage pricing theory to value mortgage securities and (iii) equity investment methods in income-producing properties.

Academic Org TRS Business - Real Estate Mgt

Components Lecture: 3.00

Requisites Prerequisite: REM 400

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

REM 660

Course ID 024783

Short Title Real Estate Strategic Mgmt

Long Title Real Estate Strategic Management

Long Descr This course explores the principles and practices of strategic planning and management in the context of real estate. The course delves into the development and execution of effective strategies to maximize the value of real estate assets, adapt to changing market conditions, and achieve long-term organizational goals. Through case studies, discussions, and practical projects, students will gain insights into real-world strategic challenges faced by real estate managers and develop the skills needed to make informed strategic decisions.

Academic Org TRS Business - Real Estate Mgt

Components Lecture: 3.00

Requisites Prerequisite: REM 400

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

REM 680

Course ID 027287

Short Title Special Topics Real Estate Mgm

Long Title Special Topics Real Estate Management

Long Descr This course explores special topics or themes that are relevant to the Real Estate Industry. It may have different content whenever it is being offered. The subtitle will reflect the topic of the course for that year. Students can take this course up to three times as three different topics. See teaching department for consent criteria.

Academic Org TRS Business - Real Estate Mgt

Components Lecture: 3.00

Requisites

Equivalencies

Attributes Case Studies, Research Project

Dept Consent Department Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit Y

Total Completions 3

Course Topics 1. Topics in Modern Infrastructure

REM 700

Course ID 024784

Short Title Real Estate Valuation

Long Title Real Estate Valuation

Long Descr This course provides students with a comprehensive understanding of property valuation. The course describes the three major approaches to estimating real property value: market (or sales) comparison, the income approach, and the cost approach. Through these processes, students will develop an appreciation of the components of value and how value can be impacted by a variety of elements.

Academic Org TRS Business - Real Estate Mgt

Components Lecture: 3.00

Requisites Prerequisite: REM 300

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

REM 750

Course ID 024785

Short Title Real Estate Research Methods

Long Title Real Estate Research Methods

Long Descr The focus of this course is on conducting real estate research as it would be done by developers or real estate consultants. Students will learn the key sources of information for this research and the basic analytical techniques for a wide range of property types.

Academic Org TRS Business - Real Estate Mgt

Components Lecture: 3.00

Requisites

Equivalencies

Attributes Case Studies, Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

REM 770

Course ID 026908

Short Title Global Real Estate

Long Title Global Real Estate

Long Descr Cross-border real estate investment brings with it risk, uncertainty and diversification opportunities. In this course, we will examine real estate markets in various world regions including Europe, North America, Africa and the Asia-Pacific region. The course includes experiential learning and discussion of key theories pertinent to international trade and investment/development as we explore how institutions, global capital and culture among other factors shape cross-border real estate investment.

Academic Org TRS Business - Real Estate Mgt

Components Lecture: 3.00

Requisites Prerequisites: REM 400

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

REM 800

Course ID 024786

Short Title Real Estate Project Capstone

Long Title Real Estate Project Capstone

Long Descr This final course in real estate unites topics covered in earlier real estate courses. A focal point of the course is a large group project that combines financial analysis, management topics, economics, government and policy issues, sustainability, and legal issues, implemented using quantitative analysis, strategic analysis, successful teamwork and effective written and oral communication. Current issues in the real estate market will be addressed through the use of guest speakers from industry.

Academic Org TRS Business - Real Estate Mgt

Components Lecture: 3.00

Requisites Prerequisite: REM 420 and REM 500; Available only to Business Management - Real Estate Mgmt or Real Estate Mgmt Co-op students

Equivalencies

Attributes Capstone, Case Studies, Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

REM 805

Course ID 026357

Short Title Real Estate Mgmt. Research

Long Title Real Estate Management Research Project

Long Descr This course provides students with the opportunity to pursue advanced studies on a particular research question in real estate management. Working closely with a faculty member, students will work through the major stages in the research process: conducting a literature review, assembling a dataset, performing empirical analysis, and writing a paper. The topic and structure of the course will vary in response to changes and trends in the field, and student and faculty interest. See teaching department for consent criteria.

Academic Org TRS Business - Real Estate Mgt

Components Lecture: 3.00

Requisites

Equivalencies

Attributes Case Studies, Research Project

Dept Consent Department Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics**WKT 117****Course ID** 025413**Short Title** Work Term I Real Estate Mgmt**Long Title** Work Term I - Real Estate Management**Long Descr** Co-op position must be related to Real Estate Management and may be entry-level or junior in responsibility and content. This course is graded on a pass/fail basis.**Academic Org** TRS Business - Real Estate Mgt**Components** Lecture: 1.00**Requisites****Equivalencies****Attributes** Co-operative Education
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Pass/Fail
Hegis Code
GPA Weight 0.00/0.00
Billing Units 0.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

WKT 217

Course ID 025414

Short Title Work Term II Real Estate Mgmt

Long Title Work Term II - Real Estate Management

Long Descr Co-op position must be related to Real Estate Management and should build on the experience of the first work term. This course is graded on a pass/fail basis.

Academic Org TRS Business - Real Estate Mgt

Components Lecture: 1.00

Requisites

Equivalencies

Attributes Co-operative Education

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 317

Course ID 025415

Short Title Work Term III Real Estate Mgmt

Long Title Work Term III - Real Estate Management

Long Descr Co-op position must be related to Real Estate Management and should progressively demand more of the student than the first two work terms. This course is graded on a pass/fail basis.

Academic Org TRS Business - Real Estate Mgt

Components Lecture: 1.00

Requisites

Equivalencies

Attributes Co-operative Education

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 417

Course ID 025416
Short Title Work Term IV Real Estate Mgmt
Long Title Work Term IV - Real Estate Management
Long Descr Co-op position must be related to Real Estate Management and require the student to complete some independent work or have substantial responsibility for meeting specific objectives. This course is graded on a pass/fail basis.
Academic Org TRS Business - Real Estate Mgt
Components Lecture: 1.00
Requisites
Equivalencies
Attributes Co-operative Education
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Pass/Fail
Hegis Code
GPA Weight 0.00/0.00
Billing Units 0.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

HIM 300

Course ID 003484
Short Title Managing Health Info Services
Long Title Managing Health Information Services
Long Descr This course will explore the manager's role as it relates to planning, organizing, HRM, budgeting, supervising, evaluation, service delivery, and marketing. Further exploration will center around areas such as organizational development and culture; evolution of organizations; response to change; individual motivation; group dynamics; leadership styles; inter-departmental relations, decision-making; communication; team building; conflict resolution; managing change.
Academic Org Health Information Management
Components Lecture: 3.00
Requisites Prerequisite: HSM 301 or HSM 315
Equivalencies
Attributes Case Studies, Research Project
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

HIM 301

Course ID 005666

Short Title Healthcare Info Analysis

Long Title Healthcare Information Analysis

Long Descr Emphasis will be placed on analysis methodologies and the concomitant use of current data analysis software, such as query and reporting tools, on-line analytical processing (OLAP), executive information systems and data mining tools. The key concept will be methods of transforming data into meaningful information for end-users. Analysis techniques include: trending through the use of historical data, impact analysis, variance analysis, and data modeling to allow for scenario testing. The identification of data sources such as Management Information Systems (MIS), the Canadian Institute for Health Information (CIHI), as well as other financial, clinical and demographic data repositories, will also be covered.

Academic Org Health Information Management

Components Lecture: 3.00

Requisites Prerequisite: HSM 301

Equivalencies HIM301/HSM427

Attributes Case Studies, External Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HIM 302

Course ID 001298

Short Title Health Info Systems Mgmt

Long Title Health Information Systems Management

Long Descr This course takes a systems perspective in terms of database management, quality management and utilization management. Database management covers the full spectrum of definitions, data standards in terms of integrity, reliability and consistency, data transforming and cleaning prior to storage, and record linkage. Quality assurance and utilization management topics cover issues such as integrated/managed care with a focus on both process and outcome within an interactive cycle, identification of sentinel events and the development of indicators for measurement. Finally, product analysis and selection, including the RFP (request for proposal) process, will also be addressed.

Academic Org Health Information Management

Components Lecture: 3.00

Requisites Prerequisite: HIM 301

Equivalencies

Attributes Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

HIM 303

Course ID 026081

Short Title Intro to Health Coding Class.

Long Title Intro to Health Coding Classification

Long Descr This course introduces and applies current ICD (International Statistical Classification of Diseases and Related Health Problems) standard classification systems that are used to catalogue and retrieve data in healthcare systems. Emphasis is on developing practical coding skills that maintain data quality. Students will also develop an understanding of how data collected under a variety of classification systems are linked to inform decision-making by policy-makers and managers.

Academic Org Health Information Management

Components Lecture: 3.00

Requisites Prerequisite: HSM 301

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HIM 305

Course ID 025199

Short Title Intro to Health Informatics

Long Title Introduction to Health Informatics

Long Descr This course introduces how information technology is applied in healthcare services. Several concepts, including electronic health records (EHR), eHealth, "infostructure" and their applications in the practice of evidence-based management are explored. A specific focus is on implementing EHR in Canada and other jurisdictions. Ethical issues and health information management are studied. Students also learn how simple software applications are used in healthcare domains.

Academic Org Health Information Management

Components Lecture: 3.00

Requisites

Equivalencies

Attributes Field Studies, Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HIM 306

Course ID 025200

Short Title Healthcare Interoperability

Long Title Healthcare Interoperability

Long Descr This course provides a foundation on healthcare data, information and knowledge sharing. A specific focus is the importance of interoperability between diverse and distributed systems. New care processes are analyzed and presented through case studies. Various electronic data interchange standards and healthcare coding terminologies are introduced. Students work with standards like SNOMED CT, HL7, and create care information contents in a simulated environment.

Academic Org Health Information Management

Components Lecture: 3.00

Requisites Prerequisites: HIM 305

Equivalencies

Attributes Case Studies, Field Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HIM 307

Course ID 025201

Short Title Human-Computer Interfaces

Long Title Human-Computer Interfaces in Healthcare

Long Descr This course introduces fundamental concepts of Human-Computer Interface (HCI) design, usability issues, and integration within the healthcare delivery processes. Fundamentals of human interaction with computers including mental models, multimedia user interface, network-based interactions and visual design principles are introduced. HCI in computerized physician order-entry systems, speech interfaces, computer-based tutoring systems for training health professionals, patient monitoring systems, information-retrieval systems and clinical decision-support systems are analyzed.

Academic Org Health Information Management

Components Lecture: 3.00

Requisites Prerequisites: HIM 305

Equivalencies

Attributes Case Studies, Field Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HIM 403

Course ID 000538

Short Title Managerial Accounting and Fin

Long Title Managerial Accounting and Finance

Long Descr This course focuses on the unique financial management features, reporting policies and analytic tools in health services organizations. It examines different types of budgets including capital and operating budgets, fixed and variable budgets, financial activity budgets and also operating plans. It describes budgetary processes and tools and discusses capital expenditure plans, cash flow forecasts and variance analysis. Financial measurements, reporting and evaluations strategies are discussed.

Academic Org Health Information Management

Components Lecture: 3.00

Requisites Prerequisites: ACC 100 and HIM 301

Equivalencies

Attributes Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HIM 404

Course ID 005795

Short Title Intro to Health Economics

Long Title Introduction to Health Economics

Long Descr This course introduces and applies fundamental economic principles to the health care field. Topics covered include the relevance of markets and incentives to healthcare policy and services, insurance, payment schemes and the economic evaluation of healthcare technologies.

Academic Org Health Information Management

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HIM 405

Course ID 004004

Short Title Issues in Health Info Mgmt

Long Title Issues in Health Information Management

Long Descr This course is designed to facilitate in-depth analysis of key trends and issues in health information management and to explore their implications for management practice. The course will examine current health information management delivery systems, their legislative, political, economic and social complexities, and their ability to influence and be influenced by health care professionals. Issues addressed will vary in response to developments in the field. Students will be asked to critically analyze these trends and issues in terms of their impact on the management of health information as a whole, the provider-client relationship, etc.

Academic Org Health Information Management

Components Lecture: 3.00

Requisites Prerequisites: HIM 404

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HIM 406

Course ID 004097

Short Title Practicum Seminar

Long Title Practicum Seminar

Long Descr This course is offered in conjunction with HIM 407. Students and faculty supervisors establish learning contracts detailing the terms and conditions of fieldwork placements. Mid and final seminars provide an opportunity for students to apply theory and collectively share their experiences. This is a graded course. See teaching department for consent criteria.

Academic Org Health Information Management

Components Lecture: 3.00

Requisites

Equivalencies

Attributes Practicum/Placement, Research Project

Dept Consent Department Consent Required

Drop Consent No Special Consent Required

Dynamic Date CNED1

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HIM 407

Course ID 004176

Short Title Practicum

Long Title Practicum

Long Descr Students and faculty supervisors establish learning contracts detailing the terms and conditions of fieldwork placements. Subsequent Seminars provide an opportunity for students to apply theory and collectively share their experiences. This course is graded on a pass/fail basis. See teaching department for consent criteria.

Academic Org Health Information Management

Components Lecture: 3.00

Requisites

Equivalencies

Attributes Practicum/Placement, Research Project

Dept Consent Department Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HIM 408

Course ID 025177

Short Title Statistics for Health Managers

Long Title Statistics for Health Services Managers

Long Descr This course introduces principles of statistics for use in health services. Topics include study design, sampling, description, summary, and hypothesis testing. Students apply methods such as ANOVA, correlation, chi-square and multiple regression using statistics software. The applied approach develops knowledge and skills necessary to understand health services research and practice evidence-based management.

Academic Org Health Information Management

Components Lecture: 3.00

Requisites Antirequisites: ECN 329, IND 123, MTH 404, MTH 480, PCS 623, QMS 202, QMS 204, QMS 210, QMS 230, SOC 481

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HSM 301

Course ID 021824

Short Title The Healthcare Systems

Long Title The Healthcare Systems

Long Descr The course introduces participants to the organization and operation of the health systems of Canada. The initial section focuses on the client as the consumer of health services. Discussion is focused on the historical concepts of the provider-client relationships; integrated client-centered care. Also examined are major institutional and community components and the interrelationships; role of governments and the health professions in shaping the current system; funding; planning for healthcare; the impact of access to services with the shift from the institutionally-based illness model with curative technology to a wellness model stressing client rights, community development and health promotion in a climate of the learning organization with quality improvement initiatives.

Academic Org Health Services Management

Components Lecture: 3.00

Requisites

Equivalencies HSM301/HSM315/CYPT301

Attributes Case Studies, Field Studies, Simulation

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

HSM 305

Course ID 002952

Short Title The Management Cycle

Long Title The Management Cycle

Long Descr This course will explore the manager's role as it relates to planning, organizing, HRM, budgeting, supervising, evaluation, service delivery, and marketing. Further exploration will center around areas such as organizational development and culture, evolution of organizations, response to change, individual motivation, group dynamics, leadership styles, inter-departmental relations, decision-making, communication, team building, conflict resolution, managing change.

Academic Org Health Services Management

Components Lecture: 3.00

Requisites Prerequisite: HSM 301 or HSM 315
Equivalencies

Attributes Case Studies
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

HSM 306

Course ID 005147

Short Title Mgmt Leadership and Dec-Making

Long Title Management Leadership and Decision-Making

Long Descr In this course students examine theories of organizational development and culture, review how organizations evolve and respond to change. Students will apply theories of individual motivation, group dynamics and styles of leadership within the context of the departmental structure and inter-departmental relations. Case studies and role-playing are used to develop skills in decision-making, communication, team building, conflict resolution and managing change in multi-disciplinary, multi-cultural work settings. Methodology: Lecture, discussion, case studies, role playing.

Academic Org Health Services Management

Components Lecture: 3.00

Requisites Prerequisites: HSM 305

Equivalencies HSM306/CYPT306

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HSM 307

Course ID 024338

Short Title Principles of Long Term Care

Long Title Principles of Long Term Care Service Del.

Long Descr Successful completion of this course will enable the student to understand and critically analyze the current system and the impact of expected changes on the delivery of service in the long-term care sector. The course will deal with the policies, values, concepts, and complexities of the health care system in the municipal, provincial, national and international contexts. It will also provide an understanding of the political processes and legislation that have shaped and will continue to shape the delivery of long-term care. Discussion will include the administrative issues and trends in the provision of services to culturally diverse clients of all ages and conditions in both community and institutional environments.

Academic Org Health Services Management

Components Lecture: 3.00

Requisites

Equivalencies

Attributes Case Studies, Field Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

HSM 308

Course ID 024339

Short Title Project Mgt. - Long Term Care

Long Title Project Management - Long Term Care

Long Descr The course provides the student with concepts and basic functions of project management. It will provide participants with the knowledge and skill to apply a project management approach to leadership in the long-term care sector. The course activities will consists of an examination of the key elements of effective project management including scope, time, cost, human resources, quality, risk, communications and change. Opportunities will be made available for skill development and knowledge application during the life of the course.

Academic Org Health Services Management

Components Lecture: 3.00

Requisites Prerequisites: HSM 301 and HSM 307
Equivalencies

Attributes
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

HSM 309

Course ID 024340

Short Title Trends in Long Term Care

Long Title Trends in Long Term Care Service Delivery

Long Descr This course is designed to facilitate in-depth analysis of key trends and issues in long term care service delivery and to explore their implications for management practice. Students will examine current long term care delivery systems, their legislative, political, economic, and social complexities, and their ability to influence and be influenced by health care professionals. Issues addressed will vary in response to developments in the field. Students will be asked to critically analyze these trends and issues in terms of their impact on the long term care system as a whole, the provider-client relationship, etc.

Academic Org Health Services Management

Components Lecture: 3.00

Requisites Prerequisites: HSM 301 and HSM 307

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HSM 310

Course ID 024341

Short Title Institutional Structure

Long Title Institutional Structure

Long Descr This course is designed to explore the administrative, functional and management structures of modern Canadian healthcare institutions. Student learning will focus on understanding the corporate organizational structure, and the functions and relationships of major clinical and non-clinical departments. Healthcare organizations themselves are also analyzed with respect to the unique social role which they play and the contribution they make to the society in which they function.

Academic Org Health Services Management

Components Lecture: 3.00

Requisites

Equivalencies

Attributes Case Studies, Field Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1
Course Topics

	HSM 330
Course ID	021825
Short Title	Epidemiology for Healthcare
Long Title	Managerial Epidemiology for Healthcare
Long Descr	It is important for managers to understand the populations they serve. This course will illustrate how the manager can use epidemiological concepts and tools to improve management decisions - from setting rates to predicting staffing needs to marketing the services of the organization. Managers need to know the methods and ideas of epidemiology. The information will be presented in a manner that meets the needs of the healthcare manager. Some of the topics covered will be study designs and descriptive epidemiology; quantitative measures and terminology.
Academic Org	Health Services Management
Components	Lecture: 3.00
Requisites	Prerequisites: HIM 408 or QMS 202 or QMS 210 or QMS 230
Equivalencies	HSM330/HSM316
Attributes	Case Studies, Research Project
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

HSM 407

Course ID 003561

Short Title Healthcare Financial Mgmt

Long Title Healthcare Financial Management

Long Descr This course assumes a basic knowledge of accounting principles. It focuses on the unique financial management features, reporting policies and analytic tools in health services organizations. It examines different types of budgets including capital and operating budgets, and fixed and variable budgets. It describes budgetary processes and tools and discusses capital expenditure plans and cash flow forecasts. Financial measurement, reporting and evaluation strategies are discussed and students learn how to use a spreadsheet, and how to compute and compare budgets and to calculate variances.

Academic Org Health Services Management

Components Lecture: 3.00

Requisites

Equivalencies HSM407/CYPT407

Attributes Research Project, Simulation

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HSM 408

Course ID 000100

Short Title Prog Planning and Evaluation

Long Title Program Planning and Evaluation

Long Descr This course develops conceptual and applied understandings of what a program is, how it is developed, and how its performance can be monitored and assessed. It describes the purposes, application and importance of planning and evaluation techniques in the health field and develops strategies for initiating and managing planning and evaluation activities. Fundamental elements of program planning and evaluation are detailed including the specification of program goals, objectives and operational indicators, and the matching of planning and evaluation questions to operational decision-making.

Academic Org Health Services Management

Components Lecture: 3.00

Requisites Prerequisite: HSM 417

Equivalencies CHSM408/CYPT408

Attributes Field Studies, Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1
Course Topics

	HSM 417
Course ID	001436
Short Title	Research Methodology
Long Title	Research Methodology
Long Descr	This course builds basic skills in statistics and research methodology in the health field. To ensure the quality, appropriateness and cost-effectiveness of the services they provide, managers must make decisions based on the best available evidence. Even if they do not themselves engage in research activities, they should understand the research process, the assumptions which underlie different research strategies, and be able to critically assess research findings as the basis for decision-making. The course discusses the assumptions of clinical and social research models and the nature and use of health care statistical data.
Academic Org	Health Services Management
Components	Lecture: 3.00
Requisites	
Equivalencies	CHSM417/CYPT417
Attributes	Research Project
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

HSM 418

Course ID 002305

Short Title Practicum Seminar

Long Title Practicum Seminar

Long Descr Students and faculty supervisors establish learning contracts detailing the terms and conditions of fieldwork placements. Subsequent Seminars provide an opportunity for students to apply theory and collectively share their experiences. This is a graded course. See teaching department for consent criteria.

Academic Org Health Services Management

Components Lecture: 3.00

Requisites

Equivalencies

Attributes Field Studies, Practicum/Placement, Research Project

Dept Consent Department Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HSM 419

Course ID 002659

Short Title Practicum

Long Title Practicum

Long Descr The practicum is the "capstone" course of the program, and provides the opportunity to apply management theory and concepts in a working environment. Students evaluate and analyse on-site management issues within the context of their understanding of organizational systems. A pre-arranged number of hours, per week, will be spent over a negotiated time period in a setting other than their own work setting, although it may be in the same organization. Supervision will be provided by on-site preceptors. This course is graded on a pass/fail basis. See teaching department for consent criteria.

Academic Org Health Services Management

Components Laboratory: 3.00

Requisites

Equivalencies

Attributes Field Studies, Practicum/Placement, Research Project

Dept Consent Department Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HSM 437

Course ID 005816

Short Title Human Resources Mgmt in Health

Long Title Human Resources Management in Healthcare

Long Descr This course will increase the understanding of the processes involved in merging human talents, needs and aspirations with the requirements of the client-centred health services organization. It builds on the theory and practice of leadership and communication skills, to develop skills and knowledge in human resources planning, recruitment, selection and evaluation. Topics include job analysis, performance appraisal, compensation, quality of working life, continuing professional education, collective bargaining, employee rights, career planning, etc. A case study approach will be used. Methodology: Lecture, discussion, case studies.

Academic Org Health Services Management

Components Lecture: 3.00

Requisites

Equivalencies HSM437/CYPT437

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HTA 402

Course ID 004125

Short Title Management Accounting for HTM

Long Title Management Accounting for HTM

Long Descr The course introduces the student to the key concepts of financial statement structure and managerial accounting in the hospitality industry, including the importance of the Uniform System of Accounts. The major techniques available to assist management in the planning and control decisions will be studied. The major topics to be covered are: the concept of cost and cost control; the pricing decision; cost-volume-profit analysis; operating and cash budgets.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Prerequisite: ACC 100; Antirequisite: ACC 406

Equivalencies HRA402/HTA402

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HTA 602

Course ID 001727

Short Title Financial Management for HTM

Long Title Financial Management for Hosp/Tourism

Long Descr The course introduces the students to the key concepts of Financial Management. It concentrates on the "Financing Side" of the Balance Sheet and reviews and evaluates alternative capital structures, including financial statement analysis and capital budgeting techniques. After reviewing and discussing the methods for measuring rates of return on investment and the cost of capital, students will be introduced to specific financial techniques relating to leases, business valuations, feasibility studies and franchising.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Prerequisite: HTA 402; Antirequisite: FIN 300

Equivalencies HRA602/HTA602

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HTA 708

Course ID 001858

Short Title Revenue Management for HTM

Long Title Revenue Management for Hosp/Tourism

Long Descr This course expands upon the prerequisites accounting and marketing principles, broadening a student's depth of Revenue Management. It is divided into two 6-week segments: Lodging and Simulation. For Lodging, students are required to develop a functional lodging displacement analysis spreadsheet with an application of tactical and strategic revenue management. For the Simulation, students will simulate the operation of either a Restaurant or a Hotel, gaining experiential learning in cause-and-effect financial decision-making.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Prerequisites: (HTM 302 or MKT 100) and (HTA 602 or FIN 300)

Equivalencies

Attributes Capstone, Simulation

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HTD 500

Course ID000559

Short TitleHotel Feas. and Valuation Stud

Long TitleHotel Feasibility and Valuation Studies

Long Descr

This course relates to the financial feasibility and valuation of developing new hotels. It focuses on hotel concepts, development; financial forecasting; capital budgeting, valuation; sources of financing leading to the determination of the economic viability of proposed business ventures. The course has been designed to provide both a pragmatic and theoretical orientation requiring students to source primary and secondary data, analyze it and then write a major paper in the form of a feasibility study.

Academic OrgTed Rogers Hospitality Mgt

ComponentsLecture: 3.00

RequisitesPrerequisites: HTA 402 and HTM 402

Equivalencies

AttributesCapstone, External Project

Dept ConsentNo Special Consent Required

Drop ConsentNo Special Consent Required

Dynamic DateTRANSITION

Grd BasisGraded

Hegis Code0032.000

GPA Weight1.00/1.00

Billing Units1.0

Course Count1.0

Repeat for CreditN

Total Completions1

Course Topics

HTF 505

Course ID005696

Short TitleRestaurants Concept to Operatn

Long TitleRestaurants from Concept to Operations

Long Descr

This course explores the strategies behind running a profitable restaurant. Discover how business acumen and service design drive growth, shape consumer behaviour, and boost profitability, all while delivering quality dining experiences. Key topics include menu design, space optimization, revenue management, and cost control.

Academic OrgTed Rogers Hospitality Mgt

ComponentsLecture: 3.00

Requisites

Equivalencies

AttributesExternal Project, Research Project

Dept ConsentNo Special Consent Required

Drop ConsentNo Special Consent Required

Dynamic DateTRANSITION

Grd BasisGraded

Hegis Code

GPA Weight1.00/1.00

Billing Units1.0

Course Count1.0

Repeat for CreditN

Total Completions1

Course Topics

HTF 506**Course ID** 003651**Short Title** Food and Beverage Operations**Long Title** Food and Beverage Operations

Long Descr This course will offer a hands-on approach to the development and delivery of food and beverage services as typically found in hotels, institutions, catering, concessions and for special events. Topics will include the development and delivery of special function menus, staff organization and planning, cost controls, current technologies and profitability.

Academic Org Ted Rogers Hospitality Mgt**Components** Lecture: 3.00**Requisites**
Equivalencies

Attributes Case Studies
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

HTF 601

Course ID 002643

Short Title Beverage Management

Long Title Beverage Management

Long Descr This course will emphasize products, production, pricing and service. Principles, methods, and practical applications of beverage management as it applies to the commercial beverage industry will be studied. Administrative objectives, operational procedures, legal obligations, and internal control methods are emphasized.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites

Equivalencies

Attributes Field Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HTH 100

Course ID 027474

Short Title Intro. to the Bus. of Hosp.

Long Title Introduction to Business of Hospitality

Long Descr This course offers an introduction to the hospitality industry, including the food and beverage industry and the lodging industry. The fundamentals of the hospitality industry are introduced, including key financial concepts and metrics, such as restaurant performance measures and hotel performance measures. The organizational structures of the food and beverage industry and the lodging industry, as well as key aspects of management and industry challenges, will be discussed.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Antirequisites: HTF 110, HTL 130

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HTH 501**Course ID** 000226**Short Title** Adv Service Management Systems**Long Title** Advanced Service Management Systems

Long Descr This course will focus on the issues and problems in the implementation of service management strategies in the hospitality and tourism industry. Among the topics discussed are: service design, customer relationship management, customer's expectations, customer satisfaction and service quality, measuring customer satisfaction, customer complaint management, the process of continuous improvement, the technological revolution as applied to service and the experience and transformational economy.

Academic Org Ted Rogers Hospitality Mgt**Components** Lecture: 3.00

Requisites Prerequisite: HTH 102 or HTT 100
Equivalencies

Attributes**Dept Consent** No Special Consent Required**Drop Consent** No Special Consent Required**Dynamic Date** TRANSITION**Grd Basis** Graded**Hegis Code****GPA Weight** 1.00/1.00**Billing Units** 1.0**Course Count** 1.0**Repeat for Credit** N**Total Completions** 1**Course Topics**

HTH 503

Course ID 005197

Short Title Human Resources Management

Long Title Human Resources Management

Long Descr This course examines the theory of human resource (HR) management and relates the theories to practice in aligning work practices to organizational goals. Topics covered in the program include compensation, health and safety labour relations, driving engagement, training and development, employee performance, and more. These are examined in the context of the hospitality and tourism sector. (Equivalent to MHR 523).

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Antirequisite: MHR 523

Equivalencies MHR523/MGT523/MHR728/HTH503

Attributes External Project, Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HTH 601

Course ID 001859

Short Title Organizational Behaviour

Long Title Organizational Behaviour

Long Descr This course examines the behavioural characteristics of people at work as applied to the Hospitality and Tourism Industry. Areas covered include: organizations in society, understanding individual behaviour, group dynamics, leadership, motivation, job-enrichment, communication, power, and quality of work life. The objective is to give the student a realistic view of the problems encountered in managing people and the alternatives available to managers in solving human relation problems. (Equivalent to MHR 405).

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Antirequisite: MHR 405

Equivalencies MGT405/MHR405/HTH601

Attributes External Project, Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HTH 700

Course ID	023899
Short Title	Professional Ethics in HTM
Long Title	Professional Ethics in Hosp/Tourism
Long Descr	The course critically examines ethical issues and regulations in the business context of hospitality and tourism. Students will be learning various ethical theories and characteristics of moral principles especially in relation to the hospitality and tourism industry. Students will develop their ability to recognize moral aspects of professional practice to analyze concepts, issues and regulations in the hospitality and tourism industry and to evaluate the implications of these concepts, issues and regulation to the relevant industry stakeholders.
Academic Org	Ted Rogers Hospitality Mgt
Components	Lecture: 3.00
Requisites	
Equivalencies	
Attributes	Research Project
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

HTH 706

Course ID 000279

Short Title Mgmt Placement and Experience

Long Title Management Placement and Experience

Long Descr Students find an unpaid 80-100 hour placement with a hospitality or tourism organization that exposes them to management experiences. Emphasis is on building experience within a management setting that requires critical thinking and consideration of processes. Students negotiate objectives with the employer, and review their performance and learning throughout the placement. The aim is to apply and compare theory to actual operations with emphasis on organizational behaviour, and relevant topics covered in other classes.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Prerequisites: HTH 503 and HTH 601

Equivalencies HRP706/HTH706

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HTH 810

Course ID 027813

Short Title Luxury Management

Long Title Luxury Management

Long Descr Luxury is one of the fastest-growing sectors. This course focuses on the luxury tourism and hospitality sector, luxury service management, and luxury consumer behaviour. It will explore the unique challenges and opportunities that define the luxury sector, gaining insights into key concepts, trends, and strategies shaping the industry. Through a combination of lectures, case studies, group discussions, and hands-on exercises, students will develop skills and knowledge to succeed in this competitive landscape.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Prerequisites: HTM 302 or MKT 100; Antirequisites: HTT 700

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HTH 901

Course ID 003685

Short Title Management Career Strategies

Long Title Management Career Strategies

Long Descr This course provides development of strategies and planning techniques for employment in Hospitality and Tourism Management. Leaders of industry share their experiences and views on issues that challenge today's management. Career planning, job search, company research alternatives, interviewing skills, identification of individual strengths, and developing networking strategies and dealing with workplace change are key components. The course heavily relies on students reflecting on their practical industry work experience or co-op terms, and making a plan for work beyond graduation.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Prerequisite: HTM 302 or MKT 100

Equivalencies HRS901/HTH901

Attributes Community-based Learning

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HTI 404

Course ID 004265

Short Title Hospitality Info Systems

Long Title Hospitality Information Systems

Long Descr The hospitality industry employs technology and computerized management systems in many different areas, to manage the customer experience and the administration of the organization. In this course, students will gain an understanding of these management systems and how they are selected and deployed. They will learn about the impact of big data and cloud computing. Students will spend time in the computer lab and be guided to use the Internet to evaluate vendors of hospitality systems.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Prerequisite: ITM 102

Equivalencies

Attributes Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HTI 746

Course ID 003172

Short Title Digital Marketing for Hosp/Tou

Long Title Digital Marketing for Hosp/Tourism

Long Descr What do companies need to do to rank their website in the top few results of a web search? Hotels and destinations promote themselves by developing dynamic websites and diverse digital strategies. They need to populate their content with keywords and images and lead people to them through different social media channels. By critically examining different apps and websites for destinations and hotels, students will learn how digital strategies can increase the effectiveness of digital distribution channels. Students will learn practical skills - in their final assignment, they will build a website with a popular web-building tool and promote it via digital channels, incorporating what they have learned.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Prerequisite: ITM 102 or Direct Entry

Equivalencies

Attributes Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N
Total Completions 1
Course Topics

HTL 503

Course ID 005602

Short Title Meeting and Convention Mgmt

Long Title Meeting and Convention Management

Long Descr This course is a project management course allowing students to step into the shoes of a meeting planner and learn how to plan, manage and expedite successful meetings and conventions. Assignments are based on industry related documents and scenarios. Specific areas of study include: destination selection, hotel site inspections, meeting setups and provides awareness into the day-to-day duties and responsibilities of a meeting planner.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites

Equivalencies HTL503/HTM403

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HTL 510

Course ID 024337

Short Title Hotel Real Estate Management

Long Title Hotel Real Estate Management

Long Descr Hotels and other forms of accommodation represent a specialized form of real estate investment. This course will introduce hotel asset management as a function which oversees the financial and operational aspects of hotel investments. The course will explore typical decisions like branding, renovation, portfolio analysis and sell-vs-hold. Students will be introduced to the ownership structures, financing methods, management contracts, key performance indicators and analytical tools used in the hotel real estate industry.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Prerequisite: (ACC 100 or AFA100 or ACC 110) and (HTH 100 or HTL 130 or REM 300)

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HTL 701

Course ID 005174

Short Title Power of Branding in Hosp/Tour

Long Title The Power of Branding in Hosp/Tourism

Long Descr This course discusses the marketing, operations management and value creation aspects of branding. Case studies of hotel, restaurant and destination brands will help students understand how branding theory can be applied in practice. The concepts of branding, brand equity and quantifiable advantages of brand power are examined from consumer and corporate perspectives. Brand distribution in the hospitality industry through franchising and management contracts will be discussed as well.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Prerequisites: HTL 130 or HTH 100

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

	HTL 801
Course ID	001167
Short Title	Hospitality Strategic Mgmt
Long Title	Hospitality Strategic Management
Long Descr	This course examines the uniqueness of strategic management as it applies to the hospitality and tourism industry. It includes how to determine strategic direction, analyze external and internal environments, formulate corporate and business strategies, write a strategic plan and implement strategies. The course will emphasize the unique elements of the hospitality and tourism industry and how they affect strategy management process and its application.
Academic Org	Ted Rogers Hospitality Mgt
Components	Lecture: 3.00
Requisites	Prerequisites: HTA 402 and HTM 402
Equivalencies	
Attributes	External Project, Research Project
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

HTM 302

Course ID 000396

Short Title Marketing Principles

Long Title Marketing Principles

Long Descr This course builds on the basic marketing concepts to enable the student to contend with marketing problems and opportunities that present themselves in the hospitality and tourism industry. The concept of business for good and value of marketing and relationships are emphasized in this class and research techniques and marketing planning are applied to actual situations. Student groups are required to undertake and prepare a documented marketing strategy for a business. Case studies and guest speakers will supplement class lectures and discussions.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Antirequisite: MKT 100

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HTM 402

Course ID 000456

Short Title Strategic Marketing Planning

Long Title Strategic Marketing Planning

Long Descr This course builds on the basic marketing concepts to enable the student to contend with marketing problems and opportunities that present themselves in the hospitality and tourism industry. Marketing research techniques and marketing planning are applied to actual situations. Student groups are required to undertake and prepare a documented market study for a business of their choice. Cases, industry events and guest speakers will supplement class lectures and discussions.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Prerequisite: HTR 741 and (HTM 302 or MKT 100)

Equivalencies HRM402/HTM402/MKT200

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics**HTM 604****Course ID** 003736**Short Title** Hospitality and Tourism Sales**Long Title** Hospitality and Tourism Sales

Long Descr The focus in this course is on critically evaluating the primary elements associated with sales and their relationship to the marketing and promotional mixes. Emphasis is placed on understanding the sales function in hospitality and tourism properties from the perspective of the director of sales. The inter-relationship of the sales department with the various marketing intermediaries is also discussed.

Academic Org Ted Rogers Hospitality Mgt**Components** Lecture: 3.00**Requisites** Prerequisite: HTM 302 or MKT 100**Equivalencies****Attributes****Dept Consent** No Special Consent Required**Drop Consent** No Special Consent Required**Dynamic Date** TRANSITION**Grd Basis** Graded**Hegis Code****GPA Weight** 1.00/1.00**Billing Units** 1.0**Course Count** 1.0**Repeat for Credit** N**Total Completions** 1**Course Topics**

HTM 621

Course ID 003156

Short Title Advertising and Promotion

Long Title Advertising and Promotion

Long Descr A critical assessment is made of the various strategies and techniques used in advertising and promotion to reach the consuming public and industry trade. Course study entails the creation of an advertising plan, the development of creativity, and the efficient use of all media. Students are required to integrate theory and practice to build a viable business case for a communications plan.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Prerequisite: HTM 302 or MKT 100

Equivalencies

Attributes External Project, Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HTM 704

Course ID 027814

Short Title Advanced Professional Selling

Long Title Advanced Professional Selling

Long Descr This course builds upon the introductory selling and persuasion classes offered at TRSM with extensive sales role-playing exercises and sales management learning. Emphasis will be placed on sales preparation, presentations and adaptive selling techniques using live sales assignments. Students will further develop their knowledge of the sales process, management, technology and analytical skills through readings and learning activities.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Prerequisites: ENT 577 or HTM 604 or MKT 504 or RMG 911

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HTR 741**Course ID** 000523**Short Title** HTM Research Concepts**Long Title** Hospitality and Tourism Research Concepts

Long Descr This course examines the purposes, applications, procedures, constraints and management of applied hospitality and tourism research. It provides the potential researcher, or research buyer/user/supervisor an understanding of key issues in producing quality research through application and critique. The course also offers a framework for appraising research projects, thus enhancing the ability for management level decision-making. The course also considers the presentation and interpretation of results, tables, and graphs for actionable insight.

Academic Org Ted Rogers Hospitality Mgt**Components** Lecture: 3.00**Requisites** Antirequisite: MKT 500**Equivalencies** HRS741/HTR741**Attributes** Research Project**Dept Consent** No Special Consent Required**Drop Consent** No Special Consent Required**Dynamic Date** TRANSITION**Grd Basis** Graded**Hegis Code****GPA Weight** 1.00/1.00**Billing Units** 1.0**Course Count** 1.0**Repeat for Credit** N**Total Completions** 1**Course Topics**

HTR 841

Course ID 000418

Short Title Research and Data Analysis

Long Title Research and Data Analysis

Long Descr This course draws upon research skills learned in previous courses and complements these with quantitative and qualitative techniques. Students conduct research on a given industry related assignment which involves undertaking a literature review, devising a methodology for conducting the research, collecting and analyzing data and presenting the findings orally and in a comprehensive research report.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Prerequisites: HTR 741 and (QMS 102 or QMS 210)

Equivalencies HRS841/HTR841/MKT423/MKT523

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HTR 900

Course ID 000541

Short Title Director's Special Project

Long Title Director's Special Project

Long Descr A one semester course designed to allow 4th year students to receive credit for work projects completed under the direction of a faculty member and approved in advance by the Director (proposal submission). Objectives of the course are to take on-the-job/applied opportunities and provide guidance in further developing analytical and problem-solving skills; developing organizing and time management skills and conceptualizing experiences from a hospitality and tourism framework. Requirements include an initial proposal to the Director and a final written report that reflects an independent applied research undertaking. The final report includes a statement of purpose, a literature review, a description of the experience and a discussion/conclusion/recommendation section. This course is offered in both Fall and Winter semesters. Proposals for the Fall semester must be submitted by June 15th; proposals for the Winter semester must be submitted by December 1st.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Available only to Hospitality and Tourism Management Students.

Equivalencies HTR900/HTS900

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

HTR 941

Course ID 027475

Short Title Strategy and Leadership

Long Title Strategy and Leadership

Long Descr This course draws upon skills learned in previous courses complementing them with real-life learning skills of leadership and strategy. This course weighs the pros and cons of strategy using critical analysis to determine a solution. Students will work to assess and develop solutions to a case/problem which involves assessment, analysis of background literature and data. A solution-based strategy will be introduced focusing on a resolution to the problem including strategic plan and communications.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Prerequisites: HTR 741; Antirequisites: HTR 841

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HTT 100

Course ID 027476

Short Title Tourism Experiences Management

Long Title Tourism Experiences Management

Long Descr This course introduces the tourism system and its components and explores the visitor experience through the pre-during-post trip and service phases. This will include understanding the traveler and the visitor journey, as well as the role and impacts on the community and key stakeholders within the experience. Service management theories will be applied within this context to understand and manage the tourism experience from both practitioner and destination perspectives.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Antirequisites: HTH 102, HTT 150

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HTT 501

Course ID 005148

Short Title Casino Resort Management

Long Title Casino Resort Management

Long Descr Casino resorts are exciting, leading tourism attractions, with most employees working in the non-gaming departments. Gaming industry knowledge is also a key asset in many associated private and public sector careers. To enhance student marketability, this course details casino resorts' global development, operations and impacts. Lectures, videos and a possible field trip are employed.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites

Equivalencies

Attributes Field Studies, Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HTT 509**Course ID** 004283**Short Title** Tourism and Public Policy**Long Title** Tourism and Public Policy

Long Descr How are tourism and hospitality stakeholders affected by public policy? This course critically analyzes tourism as a system of interrelationships between governments, non-profits, communities, and private businesses. Issues and policies affecting tourism's development and operation at the local, national and global levels are examined with a political and advocacy lens, as students participate in case studies, and analyze issues, and the impacts of public policies.

Academic Org Ted Rogers Hospitality Mgt**Components** Lecture: 3.00**Requisites**
Equivalencies

Attributes Research Project
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

HTT 510

Course ID 001378

Short Title Sustainable Tourism

Long Title Sustainable Tourism Development

Long Descr This course examines sustainable and responsible tourism development practices at both the micro and macro levels of the industry. Case study analysis is an integral component of the course. A major focus will be on benefits and impacts associated with tourism development, as well as the strategies for maximizing benefits and minimizing adverse effects.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites

Equivalencies

Attributes Community-based Learning, Field Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HTT 600

Course ID 025891

Short Title Special Topics in Hosp/Tour

Long Title Special Topics in Hospitality/Tourism

Long Descr This course explores special topics or themes that are relevant to the ever changing Hospitality and Tourism Industry. It may have different content whenever it is being offered. The subtitle will reflect the topic of the course for that year. Students can take this course twice as two different topics.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Prerequisite: HTM 302 or MKT 100

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit Y

Total Completions 2

Course Topics

1. Urban Tourism
2. Strategy and Innovation
3. Demographics and Demand
4. Indigenous Tourism Development and Management

HTT 605**Course ID** 004608**Short Title** Incentive Marketing**Long Title** Incentive Marketing

Long Descr This course provides a behind-the-scenes look into creating internal motivational programs that benefit companies, their employees and their customers. Students will learn how to effectively engage and motivate employees to become more productive in order to earn travel and other rewards. Assignments are based on industry-related scenarios where students design incentive programs for sales and marketing purposes.

Academic Org Ted Rogers Hospitality Mgt**Components** Lecture: 3.00**Requisites**
Equivalencies**Attributes****Dept Consent** No Special Consent Required**Drop Consent** No Special Consent Required**Dynamic Date** TRANSITION**Grd Basis** Graded**Hegis Code****GPA Weight** 1.00/1.00**Billing Units** 1.0**Course Count** 1.0**Repeat for Credit** N**Total Completions** 1**Course Topics**

HTT 607

Course ID 004010

Short Title Event Management

Long Title Event Management

Long Descr This course will give the students an understanding of the numerous components within the framework of an event. Students will be instructed on the evolution of an event from its conception to execution. Students will create a themed fundraising event proposal which is brought to life through their choice of decor, entertainment, venue and food and beverage. The specific areas of study will include: professionalism, administrative planning and management, proposal development, creative writing, marketing, sponsorship and legal and risk management.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

HTT 610

Course ID 025895

Short Title Business of Events/Entertain

Long Title Business of Events and Entertainment

Long Descr Students will get a top down perspective of the global event and entertainment industry including theory, business practices and career opportunities. They will examine mega events, sporting events, concerts, festivals, arts and corporate events. Students will explore planning, managing and current issues affecting the industry. Through a variety of teaching methods including case studies, class discussions and guest speakers, students will be able to understand the unique characteristics and opportunities of the different event sectors.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1
Course Topics

	HTT 622
Course ID	002594
Short Title	Destination Mgmt and Marketing
Long Title	Destination Management and Marketing
Long Descr	The course critically examines the factors affecting marketing and management strategies in a destination. The role of strategic market planning and management are reviewed. The course uses hospitality and tourism cases and readings relating to destinations as well as multinational organizations to teach decision-making and problem-solving skills.
Academic Org	Ted Rogers Hospitality Mgt
Components	Lecture: 3.00
Requisites	Prerequisites: HTT 150 or HTT 100
Equivalencies	HRM522/HTT622
Attributes	
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

HTT 700

Course ID 025892

Short Title Current Issues in Hosp/Tourism

Long Title Current Issues in Hospitality/Tourism

Long Descr This course surveys various current issues and events that influence the Hospitality and Tourism industry. Emphasis is also on how these factors will affect the careers of future professionals.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Prerequisite: HTM 302 or MKT 100

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit Y

Total Completions 2

Course Topics

1. Cross-Cultural Issues
2. Risk and Crisis Management
3. Luxury Management

HTT 800

Course ID 025893

Short Title Field Studies in Hosp/Tour

Long Title Field Studies in Hospitality and Tourism

Long Descr This course is for students to have firsthand experience travelling and understanding how hospitality and tourism professionals manage and market their organizations in a real world context. Building on their previous courses, students will gain an integrated perspective and insight on the elements that determine the success and challenges that affect hospitality and tourism operations in a destination. This course may involve a field trip in North America or beyond (extra cost involved).

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 3.00

Requisites Prerequisite: HTT 150 or HTT 100

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit Y

Total Completions 2

Course Topics

1. Cuba
2. Jamaica
3. Arctic Experience

WKT 112

Course ID 025398

Short Title Work Term I Hosp and Tourism

Long Title Work Term I - Hospitality and Tourism

Long Descr Selected and approved co-op students will have completed the first and second year of the Hospitality and Tourism Management program requirements with a clear standing. Enrolment in this course is conditional on the student obtaining and accepting a co-op placement offer from an approved corporate partner. Co-op position must be in the Hospitality and Tourism industry. A routine type of position is acceptable but supervisor and/or managerial work is encouraged. This course is graded on a pass/fail basis.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 1.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 212

Course ID 025399

Short Title Work Term II Hosp and Tourism

Long Title Work Term II - Hospitality and Tourism

Long Descr Enrolment is conditional on the student obtaining and accepting a co-op placement offer from an approved corporate partner. Co-op position must be in the Hospitality and Tourism industry. A routine type of position is acceptable but supervisor and/or managerial work is encouraged. This work term should build on the experience of the first work term Interns will be visited as required by the course coordinator to assess their progress. This course is graded on a pass/fail basis.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 1.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 312

Course ID 025400

Short Title Work Term III Hosp and Tourism

Long Title Work Term III - Hospitality and Tourism

Long Descr Enrolment requires a clear academic standing of 5th and 6th semester academic requirements and on the student obtaining and accepting a co-op placement offer from an approved corporate partner. Co-op position must be in the Hospitality and Tourism industry. A routine type of position is acceptable but supervisor and/or managerial work is encouraged. This work term should build on the experience of the 2nd work term. This course is graded on a pass/fail basis.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 1.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 412

Course ID 025401

Short Title Work Term IV Hosp and Tourism

Long Title Work Term IV - Hospitality and Tourism

Long Descr Enrolment is conditional on the student obtaining and accepting a co-op placement offer from an approved corporate partner. Co-op position must be in the Hospitality and Tourism industry. A routine type of position is acceptable but supervisor and/or managerial work is encouraged. This work term should build on the experience of the 3rd work term. This course is graded on a pass/fail basis.

Academic Org Ted Rogers Hospitality Mgt

Components Lecture: 1.00

Requisites

Equivalencies

Attributes Co-operative Education

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ITM 100

Course ID 003613

Short Title Foundations of Info Systems

Long Title Foundations of Information Systems

Long Descr Information systems are an integral part of all business activities and careers. This course is designed to introduce students to contemporary information systems and demonstrate how these systems are used throughout global organizations. The focus of this course will be on the key components of information systems - people, software, hardware, data, and communication technologies, and how these components can be integrated and managed to create competitive advantage. Through the knowledge of how IS provides a competitive advantage students will gain an understanding of how information is used in organizations and how IT enables improvement in quality, speed, and agility. This course also provides an introduction to systems and development concepts, technology acquisition, and various types of application software that have become prevalent or are emerging in modern organizations and society.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Antirequisites: ITM 102

Equivalencies

Attributes Case Studies, Simulation

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ITM 102

Course ID 002454

Short Title Business Information Systems

Long Title Business Information Systems

Long Descr This course introduces students to the role of information technology in organizations with a focus on applying technology to achieve and maintain competitive advantage. Students will learn how information technology infrastructure and services support operational efficiency, decision-making, and digital business. Emphasis is on the development of critical thinking and analytical skills through real-life applications and case studies.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Antirequisites: ITM 100; Not available to Business Technology Management students.

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

ITM 107

Course ID 024342

Short Title Mathematics for Bus. Tech. Mgt

Long Title Mathematics for Business Technology Mgt.

Long Descr The course emphasizes how to apply various mathematical techniques in the support of managerial decisions in the various functional areas of business. It is subdivided into three major parts: part one covers the study of linear phenomena, including linear functions, matrices, systems of linear equations, linear inequalities, and linear programming; part two covers non-linear phenomena and focuses mainly on quadratic, exponential, and logarithmic functions; and part three examines probability concepts including uncertainties, conditional probability, and Bayes' formula.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Antirequisites: QMS 110, QMS 130
Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ITM 200

Course ID 004020

Short Title Fundamentals of Programming

Long Title Fundamentals of Programming

Long Descr This course covers the fundamental principles of object-oriented, event-driven program design and implementation in a business environment. Emphasis will be placed on logic development, program design, modularity, structured programming standards, maintainability, testing and debugging. Specifically the course will include the following programming features: memory variables; object methods and properties; the logic constructs - sequence, branch, case and loops; simple arrays; basic file structures; validation and error handling. The course will be taught in a lecture and lab design where a GUI programming language will be used to reinforce the theoretical concepts taught in class.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisite: ITM 207

Equivalencies

Attributes Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ITM 207

Course ID 024343

Short Title Computer-Enabled Prob. Solving

Long Title Computer-Enabled Problem Solving

Long Descr The course covers the basic data representation and processing constructs necessary to problem solving using computers. This includes the development of algorithmic solutions to data processing problems through the use of workflow concepts such as sequence, selection, and iteration. In addition, the course addresses fundamental problem-solving strategies such as the decomposition of data processing problems into multiple tasks whose functions are coordinated within a specified workflow. Computer simulation and/or implementation tools will be used to provide hands-on application of studied concepts using business problem solving examples.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisites: ITM 100 or ITM 102 or in the Business Technology Management 2-Year Public Ontario College Diploma Graduate - Degree Completion Program

Equivalencies

Attributes Case Studies, Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

ITM 301

Course ID 021678

Short Title IT Infrastructure

Long Title IT Infrastructure

Long Descr This course provides an introduction to computer hardware/software and communication networks. It gives the students the knowledge and skills that they need for communicating effectively with professionals whose special focus is on hardware and systems software technology and for designing organizational processes and software solutions that require in-depth understanding of the IT infrastructure capabilities and limitations. It also prepares the students for organizational roles that require interaction with external vendors of IT infrastructure components and solutions.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisite: ITM 207 or in the 2-Year Business Technology Management Ontario College Diploma Graduate Program

Equivalencies

Attributes Lab Work
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

ITM 305

Course ID 002134

Short Title Systems Analysis and Design

Long Title Systems Analysis and Design

Long Descr The course covers the key concepts, techniques, and methodologies relevant to the process of developing information systems (IS). The course focuses on the development of requirements, analysis, and design models of the system to be. The specifications of these models are done using the Unified Modeling Language (UML). In addition, the course provides a contextual coverage of the system development life cycle and select concepts of IS construction, deployment and project management respectively.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisite: ITM 100 or ITM 102 or in the two-year Business Technology Management Ontario College Diploma Graduate Program

Equivalencies

Attributes Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ITM 315

Course ID 003317

Short Title Network Administration

Long Title Network Administration

Long Descr Servers and networks provide the foundation for information handling in businesses and organizations throughout the world. Effective server and network management plays a vital role in ensuring that this foundation is sound. In this course, students will learn concepts and practice hands-on skills related to network administration by exploring a popular server operating system.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisite: ITM 301

Equivalencies

Attributes Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ITM 330

Course ID 004857

Short Title Supply Chain Proc Architecture

Long Title Supply Chain Process Architecture

Long Descr This course deals with enterprise wide integrated systems, and process thinking as a key element in business restructuring. Many key business applications are now implemented using comprehensive and complex enterprise software. The concepts, structure, benefits and problems of enterprise solutions are examined from a business perspective as well as from a technical Information Technology perspective.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisite: ITM 410 or ITM 415

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ITM 350

Course ID 003035

Short Title Concepts of e-Business

Long Title Concepts of e-Business

Long Descr This course explores the concepts, technology, and applications of electronic business (e-Business). It covers the technical, social, and business changes that contribute to the evolution of e-Business and its importance to today's business activities. It reviews how to develop business strategies and architectures to seize these opportunities. It explains the technological infrastructure needed to support an e-Business system and describes how these systems are built. The course also examines characteristics and examples of e-Business.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisite: (ITM 100 or ITM 102); Antirequisite: ITM 550; Not available to Business Technology Management Students

Equivalencies

Attributes Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ITM 410

Course ID 001524

Short Title Business Process Design

Long Title Business Process Design

Long Descr This course introduces the principles of business process design for performance improvement. A systematic approach is used to teach students how to develop the design requirements for new business process architectures. Emphasis is placed on how to evaluate business process problems, analyze and design business processes to ensure organizational efficiency and effectiveness when new technologies are implemented. Opportunities for process improvement are based on the business strategy, the value proposition, improvement objectives of the organization, and the implementation of off-the-shelf software systems (eg. ERP, CRM, SRM). This course is intended to develop students' understanding of, and competence in the use of appropriate methods, tools and techniques of process analysis and design for organizational improvement. To ensure the development of the necessary competencies, students will work on a case study and use state-of-the-art business process frameworks, analysis and design methodologies and appropriate software tools to analyze, simulate and design the business process solutions.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisite: ITM 100 or ITM 102 or in the 2-Year Business Technology Management Ontario College Diploma Graduate Program

Equivalencies

Attributes Case Studies, Lab Work

Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

ITM 415

Course ID 026365
Short Title Business Process Management
Long Title Business Process Management
Long Descr This course introduces a systematic approach to model, analyze, and redesign business processes to meet target values of key performance indicators (e.g., cycle time, cost). The main learning objective is to develop competencies in the use of appropriate methods, tools and techniques of process modeling, analysis and redesign to ensure organizational efficiency and effectiveness by using the Business Process Modeling Notation (BPMN).
Academic Org TRS Information Tech Mgt.
Components Lecture: 3.00
Requisites Prerequisite: ITM 305
Equivalencies
Attributes Lab Work
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

ITM 430

Course ID 002621

Short Title System Dsgn and Implementation

Long Title System Design and Implementation

Long Descr This course builds on ITM 305 and is intended to provide students with skills and competencies necessary for technical design, implementation and testing of business applications in O-O technologies. This course is based on the Object Oriented Model Driven Architecture method of system development. The UML Modelling Language will be used along with O-O software tools such as Enterprise Architecture and MDG Link to ensure platform independent designs. This course includes a design and development project in which students will implement and test a business application in O-O technologies.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisites: (ITM 200 and ITM 305) or in the 2-Year Business Technology Management Ontario College Diploma Graduate Program

Equivalencies

Attributes Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ITM 445

Course ID 002788

Short Title Multimedia in Business

Long Title Multimedia in Business

Long Descr Multimedia is an important industry in Canada as well as a sophisticated business tool. ITM 445 introduces students to the application, production, and implementation of multimedia in business. Topics include fundamentals of multimedia production such as graphics, audio and text, multimedia applications in business, and issues in the management of multimedia such as usability, design and distribution. Emphasis is on hands-on experience with multimedia applications. A multimedia development project is required.

Academic Org TRS Information Tech Mgt.

Components Laboratory: 3.00

Requisites Prerequisite: ITM 207 and ITM 200

Equivalencies

Attributes Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1
Course Topics

	ITM 450
Course ID	027495
Short Title	Foundations of DevOps
Long Title	Foundations of DevOps
Long Descr	In the digital age, staying competitive demands agility, collaboration, and innovation in software development. The course equips students with the essential skills to bridge the gap between software development (Dev) and information-technology operations (Ops). The DevOps methodology is intended to shorten the information system development lifecycle, while fostering a culture of seamless integration and continuous improvement. The course will deepen students' understanding of how DevOps can provide business and technological benefits to an organization and how to implement best practices using Agile project management methodology.
Academic Org	TRS Information Tech Mgt.
Components	Lecture: 3.00
Requisites	Prerequisite: (ITM 301 and ITM 305) or in the 2-Year Business Technology Management Public Ontario College Diploma Graduate Program
Equivalencies	
Attributes	Lab Work
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

ITM 500

Course ID 003884

Short Title Data and Information Mgmt

Long Title Data and Information Management

Long Descr This course provides the students with an introduction to the core concepts in data and information management. It is centered around conceptual data modeling techniques, converting the conceptual data models into relational data models and verifying its structural characteristics with normalization techniques. The course will include coverage of basic database administration tasks and key concepts of data quality and data security. Building on the transactional database understanding, the course provides an introduction to data and information management technologies that provide decision support capabilities under the broad business intelligence umbrella.

Academic Org TRS Information Tech Mgt.

Components Lecture: 2.00 / Laboratory: 1.00

Requisites Prerequisite: ITM 200 or in the 2-year BTM Public Ontario College Diploma Graduate Program; Antirequisite: CPS 510

Equivalencies

Attributes Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ITM 501

Course ID 021680

Short Title Prescriptive Analytics and Sim

Long Title Prescriptive Analytics and Simulation

Long Descr This course provides an overview of prescriptive analytics and simulation techniques important to developing solutions to business problems. This course will take a problem-driven approach to developing students' skills in applying decision trees, decision tables, linear programming, and Monte Carlo and discrete event simulation techniques applied to real-world problems. Students will be required to do problem formulation, develop applications and implement problem solutions using industry-standard software tools.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisites: QMS 210 or QMS 202 or QMS 204 or in the 2-year BTM Public Ontario College Diploma Graduate Program

Equivalencies

Attributes Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

ITM 550

Course ID 026713

Short Title Advanced e-Business

Long Title Advanced e-Business

Long Descr Building on concepts gained in core ITM business and technology courses, this course will advance theoretical knowledge and applications of electronic commerce (e-Commerce). It integrates technical, social, and business aspects involved in the creation and maintenance of an e-Commerce presence. Business, financial and marketing models that underpin e-Commerce are advanced. Interface, interaction and database design as well as security and analytics measures necessary for building and maintaining an e-Commerce presence are explained. E-commerce examples illustrating course concepts are discussed and analyzed. All concepts are applied in a hands-on laboratory and project activities.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisites: [(ITM 100 or ITM 102) and ITM 500 and MKT 100] or in BTM 2-Year Public Ontario College Diploma Graduate - Degree Completion Program;
Antirequisite: ITM 350; Only Available to Business Technology Management students (all plans).

Equivalencies

Attributes Case Studies, Lab Work
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

ITM 610

Course ID 000002

Short Title Dbase Dsgn, Implemtn. and Adm.

Long Title Database Design, Implemtn. and Administr.

Long Descr This course covers the Database Administration (DBA) role for large-scale relational databases. It specifically will deal with the following: the approach to the installation and upgrading of software and utilities; techniques for the allocation of the database to physical devices and directories; the creation of user authorities and controlling access to data and resources; management of data storage; analyzing database performance and implementing procedures for optimizing performance; procedures for the backup and recovery operations.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisite: ITM 500

Equivalencies

Attributes Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ITM 618

Course ID 024733

Short Title Bus Intelligence and Analytics

Long Title Business Intelligence and Analytics

Long Descr This course provides an introduction to business intelligence and analytics, defined as the extensive use of data, statistical and quantitative analysis, exploratory and predictive models, and fact-based management to drive decisions and actions. The development and use of data warehouses and data marts, and the application of selected data (including text and web) mining techniques to business decision making is illustrated. Students actively participate in the delivery of the course through case and project presentations.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisites: [(ITM 207 or ITM 200) and (QMS 102 or QMS 210)] or in the two-year Business Technology Management Ontario College Diploma Graduate Program

Equivalencies

Attributes Case Studies, Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics**ITM 620****Course ID** 027303**Short Title** Privacy in the Digital Age**Long Title** Privacy in the Digital Age

Long Descr The course explores issues of privacy in the digital age. It offers students an understanding of the concepts, terminology, and issues related to data and information access and privacy. It adopts a management perspective in exploring these issues, and introduces theories, standards, and techniques underlying information management programs and privacy protection practices. The course further explores the ethical use of personal information in a world of interconnected devices. Students will be exposed to how technologies capture and process personal information, and learn how successful enterprises act to protect information and privacy, and comply with relevant data protection regulations. The course further explores legal concepts, regulators' expectations and industry best practices.

Academic Org TRS Information Tech Mgt.**Components** Lecture: 3.00

Requisites Prerequisites: (ITM 500 and LAW 122) or in the Business Technology Management 2-Year Public Ontario College Diploma Graduate - Degree Completion Program

Equivalencies**Attributes** Case Studies**Dept Consent** No Special Consent Required**Drop Consent** No Special Consent Required**Dynamic Date** TRANSITION**Grd Basis** Graded**Hegis Code****GPA Weight** 1.00/1.00**Billing Units** 1.0**Course Count** 1.0**Repeat for Credit** N**Total Completions** 1**Course Topics**

ITM 703

Course ID 002096

Short Title Cur Issues - Info Systems Mgmt

Long Title Current Issues in Information Systems Management

Long Descr The objective of this course is to provide students with an opportunity to keep abreast of new topics of importance as they emerge in the field. Topics will vary from year to year and will be announced. Method of instruction will vary depending upon the topics offered. See teaching department for consent criteria.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit Y

Total Completions 3

Course Topics

1. ICT and Diversity
2. Cloud Computing
3. Advanced Case Analysis
4. Business Process Manangement
5. Artificial Intelligence in Business

ITM 706

Course ID 024344

Short Title Enterprise Architecture

Long Title Enterprise Architecture

Long Descr This course focuses on business analysis, organizational processes, enterprise architecture, and security/risk management. This course explores the design, selection, implementation and management of enterprise business processes from the perspectives of IT capabilities. These capabilities are typically organized and presented as enterprise architecture, consisting of high-level internally compatible representations of organizational business models, data, applications, and information technology infrastructure. Students will learn frameworks and strategies for infrastructure management. They will hone their ability to communicate technology architecture strategies concisely to a general business audience.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisites: ITM 410 or ITM 415

Equivalencies

Attributes Case Studies, Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

ITM 707

Course ID 025333

Short Title Strategy, Mgmt and Acquisition

Long Title Strategy, Management and Acquisition

Long Descr This course explores the issues and approaches in managing the information systems function in organizations and how the IS function integrates / supports / enables various types of organizational capabilities. It takes a senior management perspective in exploring the acquisition, development and implementation of plans and policies to achieve efficient and effective information systems. The course addresses issues relating to defining the high-level IS infrastructure and the systems that support the operational, administrative and strategic needs of the organization. The remainder of the course is focused on developing an intellectual framework that will allow leaders of organizations to critically assess existing IS infrastructures and emerging technologies as well as how these enabling technologies might affect organizational strategy. The ideas developed and cultivated in this course are intended to provide an enduring perspective that can help leaders make sense of an increasingly globalized and technology intensive business environment.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisites: ITM 706 or in the 2-year Business Technology Management Public Ontario College Diploma; Available only to Business Technology Management Degree students

Equivalencies

Attributes Case Studies, Online Synchronous
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

ITM 711

Course ID 025896

Short Title Cloud Computing

Long Title Cloud Computing

Long Descr This course will provide a comprehensive coverage on the concepts, architectures and technologies of cloud computing from a business perspective. It provides a deep-down analysis of architectures and mechanisms that capture the real-world of cloud platforms. It dives into all of the details that organizations need to know in order to plan for developing applications on cloud and what to look for when using applications or services hosted on a cloud.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisite: ITM 301; Antirequisite: ITM 703

Equivalencies

Attributes Case Studies, Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ITM 733

Course ID 004161

Short Title Rsrch in IT-Independent Study

Long Title Research in IT - Independent Study

Long Descr This course number is intended to permit advanced students to engage in pre-approved, independent but guided research under the direct supervision of a faculty member, in subject/topic areas directly relevant to the ITM program. See teaching department for consent criteria.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Available only to Business Technology Management Degree Students

Equivalencies

Attributes Research Project

Dept Consent Department Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ITM 735

Course ID 025647

Short Title ICT and Diversity Management

Long Title ICT and Diversity Management

Long Descr This course introduces students to the core principles of equity, diversity and inclusion (EDI). It examines the ways that ICTs (information and communication technologies) enable and inhibit EDI in organizations and explores how ICTs can better serve diverse customers and communities. Students will learn how organizations benefit from diverse ICT workforces, critically assess strategies for achieving workforce diversity in the ICT sector and propose approaches to achieve greater inclusion.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisites: ITM 100 or ITM 102 or in the 2-year Business Technology Management Ontario College Diploma Graduate Program

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ITM 738

Course ID 026114

Short Title Advanced Case Analysis

Long Title Advanced Case Analysis

Long Descr This is an advanced level course aiming to improve students' critical thinking and problem solving skills by employing the case based teaching method in which simulated environments are provided for students to familiarize themselves with various case testing formats. It provides a unique opportunity for students to apply skills and knowledge related to IT and strategic management. The course also provides an excellent opportunity for students to develop/hone communication and presentation skills.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisites: ITM 100 or enrolled in the 2-year BTM for Public Ontario College Diploma Graduates Program; Antirequisite: ITM 703; Available only to Business Technology Management Degree students

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N
Total Completions 1
Course Topics

ITM 740

Course ID 026912

Short Title Artificial Intelligence in Bus

Long Title Artificial Intelligence in Business

Long Descr The purpose of this course is to teach how Artificial Intelligence (AI) and Machine Learning (ML) techniques are applied to solve real-world business problems. Students will learn how deep and shallow neural networks are designed and implemented. The learning process covers neural network fundamentals and models, multiple layers perceptron, activation functions and back propagation. A deep discussion on applications of AI and deep learning in Finance, Healthcare, Media, Security, Education, and Energy is presented.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisite: ITM 618

Equivalencies

Attributes Lab Work
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

ITM 745

Course ID 027821

Short Title Generative AI in Business

Long Title Generative AI in Business

Long Descr This course explores the application of Generative Artificial Intelligence (GenAI) within a business context, focusing on how GenAI technologies can drive innovation, enhance decision-making, and create new value across various industries. Students will gain a foundational understanding of the underlying principles, models, and techniques used in GenAI. The course will also address the ethical considerations that businesses must navigate when integrating GenAI into their operations and the impact of GenAI on society. Through hands-on projects, students will develop the skills necessary to critically evaluate and implement GenAI models that align with business objectives.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisites: ITM 618

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ITM 750

Course ID 000076

Short Title IS Project Management

Long Title IS Project Management

Long Descr This course provides students with a more in-depth understanding of the tools and techniques of project management as it applies to IT-enabled process improvement projects. The ability to plan and execute projects successfully is consistently ranked among the most important skills among information technology professionals. The course is based on the industry-standard Project Management Body of Knowledge (PMBOK) and provides cutting-edge techniques for project planning, scheduling, budgeting, human resources, quality, procurement, communication, and risk management.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisite: ITM 305; Antirequisites: GMS 450, CPS 714

Equivalencies

Attributes Case Studies, Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for CreditN
Total Completions1
Course Topics

ITM 751

Course ID 027304

Short Title Natural Language Proc. for Bus

Long Title Natural Language Processing for Business

Long Descr The course is intended as a theoretical and methodological introduction to the current techniques, strategies and tool-kits for natural language processing (NLP). It adopts a managerial perspective and explores the potential and current applications of NLP in business contexts. Through the course, students will acquire experience in using Python to conduct textual and linguistic analyses, and gain a practical understanding of natural language processing workflows along with specific tools and methods for evaluating the results achieved through NLP-based exploratory and analytical strategies.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisites: ITM 618

Equivalencies

Attributes Case Studies, Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for CreditN

Total Completions1

Course Topics

ITM 752

Course ID 026896

Short Title Data Visualization

Long Title Data Visualization

Long Descr This course covers the principles of data visualization to create meaningful displays of data and effective presentation of results to engage the audience and facilitate decision making. The course introduces best practices to visualize common data types, charts, and statistical phenomena (e.g., trends, distributions, missing data). Conceptual discussions will be followed by hands-on labs to teach Tableau: a popular data visualization software. No prior programming or data analytics skills are required.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisites: QMS 102 or QMS 210 or in the Business Technology Management 2-Year Public Ontario College Diploma Graduate - Degree Completion Program

Equivalencies

Attributes Online Synchronous

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ITM 760

Course ID 026341

Short Title Big Data Analytics

Long Title Big Data Analytics

Long Descr The objective of this course is to introduce topics in business analytics and data mining with special emphasis on Big Data. Topics may include, but are not limited to, Big Data processing systems, Big Data visualization, data stream mining and large-scale machine learning. Applications will be drawn from various areas such as social network analysis, recommendation systems, and web analytics. Students will gain knowledge on the practical design principles of big data-driven solutions for purposes of business analytics.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisite: ITM 618; Antirequisite: ITM 805

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

	ITM 775
Course ID	027064
Short Title	ICT and Sustainability
Long Title	ICT and Sustainability
Long Descr	This course aims to expand our understanding of environmental sustainability using ICT tools, services, and applications. The course addresses the global issues of sustainability, the existing concepts and practices, and provides IT-enabled solutions to tackle the environmental issues from the Canadian ecological perspectives. Technological change and innovation need to be directed towards inclusive and sustainable outcomes, through a purposeful effort by governments, in collaboration with civil society, business, and academia.
Academic Org	TRS Information Tech Mgt.
Components	Lecture: 3.00
Requisites	Prerequisites: ITM 706
Equivalencies	
Attributes	Case Studies, Lab Work
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

ITM 780

Course ID 025648

Short Title Web Design and Management

Long Title Web Design and Management

Long Descr This course will provide the fundamental knowledge and skills for developing and managing effective websites for businesses. Students will use the current standard web page language, HTML5 and Cascading Style Sheets (CSS3) to create powerful web presence. Best practices and web standards will be followed throughout the course. Students will also learn web publishing, management, backup and disaster recovery. This course will give practical knowledge for a complete solution to business websites.

Academic Org TRS Information Tech Mgt.

Components Laboratory: 3.00

Requisites Prerequisites: (ITM 100 or ITM 102 or in the 2-Year Business Technology Management Ontario College Diploma Graduate Program) and ITM 200 and ITM 305

Equivalencies

Attributes Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ITM 795

Course ID 026913

Short Title Social Media Analytics

Long Title Social Media Analytics

Long Descr This course will help students develop a deeper understanding of social media analytics. Students will be introduced to the types of questions that can be answered using publicly available social media datasets with users' privacy and research ethics in mind. Students will collect, clean and analyze data from social media using sentiment and social network analysis techniques. They will also prepare reports to demonstrate how the project outcomes can support evidence-based, data-driven management practices.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisite: ITM 207 or HTM 402 or MKT 500 or RMG 821 or QMS 442;
Antirequisite: ITM 733

Equivalencies

Attributes Case Studies, Lab Work

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1
Course Topics

	ITM 820
Course ID	022850
Short Title	Info Sys Security and Privacy
Long Title	Information Systems Security and Privacy
Long Descr	This course considers the technical, operational, and managerial issues of computer and network security in an operational environment. Industry best-practices relating to computer security including schemes for breaking security, and techniques for detecting and preventing security violations are the core focus of this course. This course will also explore the principles of data privacy, threats to privacy, international and national policy, particularly related to privacy-enhancing technologies as they apply to the management of information systems and e-Business.
Academic Org	TRS Information Tech Mgt.
Components	Lecture: 3.00
Requisites	Prerequisite: ITM 301; Antirequisites: CPS 633
Equivalencies	
Attributes	Case Studies
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

ITM 825

Course ID 026914

Short Title Enterprise Info. Security

Long Title Enterprise Information Security

Long Descr This course takes a deep dive into Information Security from an enterprise perspective including the technology, operational procedures, and management practices needed for a successful implementation of cybersecurity. It covers the standards and best practices mandated in information security design, engineering and operations as well as in-depth topics on implementation and integration of cybersecurity in a unified enterprise framework including application, system and network management, governance, threat and incident management, and business continuity.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisite: ITM 820; Antirequisite: ITM 805

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

ITM 830

Course ID 026897

Short Title Blockchain in the Enterprise

Long Title Blockchain in the Enterprise

Long Descr This course explores the drivers for adoption of blockchain technology in an enterprise. It begins by providing a historical landscape of blockchain technology's origins. It then covers the technology options and the benefits accrued from blockchain. The course uses the benefits to identify business use case candidates and to help recognize where blockchain is not required. The course considers how blockchain can be used in current contexts and how it may disrupt existing business paradigms.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisites: ITM 820

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics**ITM 835****Course ID** 027822**Short Title** Cyber Risk and Threat Mgt.**Long Title** Cyber Risk and Threat Management

Long Descr This course provides an overview of internal and external cybersecurity risks to organizations and how they can be managed. This includes identifying threat actors and understanding their motivations and intent, as well as outlining their tactics, techniques, and procedures. The course covers risk assessment methodologies, security controls, regulatory compliance, incident response planning, and the role of cybersecurity governance, as well as the frameworks, international standards, and guidelines that regulate these practices. It explains methods of equipping organizations to make informed business risk decisions, depending on their industries and the maturity level of their security programs.

Academic Org TRS Information Tech Mgt.**Components** Lecture: 3.00**Requisites** Prerequisites: ITM 820**Equivalencies****Attributes****Dept Consent** No Special Consent Required**Drop Consent** No Special Consent Required**Dynamic Date** TRANSITION**Grd Basis** Graded**Hegis Code****GPA Weight** 1.00/1.00**Billing Units** 1.0**Course Count** 1.0**Repeat for Credit** N**Total Completions** 1**Course Topics**

ITM 900

Course ID 026898

Short Title Capstone Project

Long Title Capstone Project

Long Descr In the capstone project students integrate information technology and management knowledge and skills within a real-world context. Students model, analyze, design and simulate feasible information system solutions and further their understanding of effective approaches to leverage information technology in organizations by assessing risks and uncertainties in the implementation and deployment of information system solutions. Through experiential learning, students develop business acumen and capabilities to apply information technology and management models to effectively solve business problems.

Academic Org TRS Information Tech Mgt.

Components Lecture: 3.00

Requisites Prerequisites: ITM 415, ITM 500, ITM 618, ITM 707, ITM 750 and ITM 820

Equivalencies

Attributes Capstone, External Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 100

Course ID 003663

Short Title Work Term I - Bus Tech Mgmt

Long Title Work Term I - Business Technology Management

Long Descr Work must be program-related and may be entry-level or junior in responsibility and content. This course is graded on a pass/fail basis.

Academic Org TRS Information Tech Mgt.

Components Lecture: 1.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 200

Course ID 004743
Short Title Work Term II Bus Tech Mgmt
Long Title Work Term II - Business Technology Management
Long Descr Work must be program-related and should build on the experience of the first work term. This course is graded on a pass/fail basis.
Academic Org TRS Information Tech Mgt.
Components Lecture: 1.00
Requisites
Equivalencies
Attributes
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Pass/Fail
Hegis Code
GPA Weight 0.00/0.00
Billing Units 0.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

WKT 300

Course ID 002054
Short Title Work Term III Bus Tech Mgmt
Long Title Work Term III - Business Technology Management
Long Descr Work must be program-related and should progressively demand more of the student than the first two terms. This course is graded on a pass/fail basis.
Academic Org TRS Information Tech Mgt.
Components Lecture: 1.00
Requisites
Equivalencies
Attributes
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Pass/Fail
Hegis Code
GPA Weight 0.00/0.00
Billing Units 0.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

WKT 400

Course ID 001500

Short Title Work Term IV Bus Mgmt Tech

Long Title Work Term IV - Business Technology Management

Long Descr Work must be program-related and require the student to complete some independent work or have substantial responsibility for meeting specific objectives. This course is graded on a pass/fail basis.

Academic Org TRS Information Tech Mgt.

Components Lecture: 1.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 502

Course ID 001509

Short Title Work Term V Bus Tech Mgmt

Long Title Work Term V - Business Technology Management

Long Descr Work must be program-related and ideally include primary responsibility for specific project(s) or significant contribution as a team member. This course is graded on a pass/fail basis.

Academic Org TRS Information Tech Mgt.

Components Lecture: 1.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

BUS 777

Course ID 027294

Short Title Business Research Methods

Long Title Business Research Methods

Long Descr This course aims to explore and deepen the understanding of various research approaches and methodologies to prepare students in their research journey within the business discipline. The course provides an introductory overview of components involved in conducting academic research (e.g., research question formulation, literature review, hypotheses development, method design, analysis, paper preparation, theoretical/practical implications, ethics etc.); taking into account the different paradigms that exists within academic research. See teaching department for consent criteria.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent Department Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit Y

Total Completions 3

Course Topics

RMG 79A

Course ID 027736

Short Title Internship Placement Prep-A

Long Title Internship Placement and Prep-A

Long Descr The first half of the course, RMG 79A, is designed to prepare students to find and document their progress through the School's Internship Program. In RMG 79B, students complete their mandatory work placements in the summer following their sixth semester. Students' work experience may cover one or more areas from a broad range of retail opportunities, including visual merchandising, store management, business/merchandise analyst roles, marketing internships, and more, to develop leadership and decision-making skills. This course is graded on a pass/fail basis.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Prerequisites: RMG 300, RMG 700, ACC 406

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Multi-Term Course: Not Graded

Hegis Code

GPA Weight 0.00/0.00

Billing Units 2.0

Course Count 0.0

Repeat for Credit N

Total Completions 1
Course Topics

	RMG 79B
Course ID	024767
Short Title	Internship Placement Prep-B
Long Title	Internship Placement and Prep-B
Long Descr	The first half of the course, RMG 79A, is designed to prepare students to find and document their progress through the School's Internship Program. In RMG 79B, students complete their mandatory work placements in the summer following their sixth semester. Students' work experience may cover one or more areas from a broad range of retail opportunities, including visual merchandising, store management, business/merchandise analyst roles, marketing internships, and more, to develop leadership and decision-making skills. This course is graded on a pass/fail basis.
Academic Org	Ted Rogers Retail Management
Components	Placement: 3.00
Requisites	Prerequisites: RMG300, RMG700, ACC406
Equivalencies	
Attributes	Internship
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Pass/Fail
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	0.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

RMG 100

Course ID 005385

Short Title Issues and Innovation-Retail I

Long Title Issues and Innovations in Retailing I

Long Descr This course will provide students with an insightful understanding of the current nature of the retail landscape. Changes in the retail sector and in society, which have an impact on Canadian competitiveness will be emphasized. Topics covered will be introductory by nature and will vary according to changes in the prevailing retail environment.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites

Equivalencies

Attributes Case Studies, Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

RMG 200

Course ID 002575

Short Title Introduction to Retail

Long Title Introduction to Retail

Long Descr Retail is everything, everywhere and everyone! Retail is one of the most fascinating, challenging and multi-faceted environments business students will be exposed to. The objectives of the course is to provide both an understanding of the key retail strategy components and change the student focus from a consumer to a business manager. This will be accomplished through examining the many key functional areas within a retail business including location and market strategy, store design and layout, merchandise planning, human resources, financial strategy and customer relationships. The understanding of these functional areas will illustrate how retailers can adapt to the competitive and continually changing environment by formulating strategies, which result in profitable performance. An introduction to retail profit drivers will be a key element of the course.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N
Total Completions 1
Course Topics

RMG 210

Course ID 027508

Short Title Shopping and Society

Long Title Shopping and Society

Long Descr Shopping is a ubiquitous, inescapable part of everyday life. This ordinary activity has a pervasive, significant influence on our lives, our communities, our culture and society. Utilizing a socio-cultural lens, this course provides an overview of the historical and socio-cultural development of shopping places, shoppers' identities, consumption patterns and behaviours.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Custom Requisites: Not available to Retail Management Students.

Equivalencies

Attributes Lower Level Liberal Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

RMG 300

Course ID 003557

Short Title Retail Information Systems

Long Title Retail Information Systems

Long Descr This course examines retail information technologies and systems necessary for successful data access and retrieval, and managerial analytics within a retail environment. Topics include: information needs (internal and external) in a retail environment, access to information through electronic media and special services, bench-marking, database management, techniques for effective dissemination, privacy and use of information throughout the organization and supply chain.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Prerequisites: RMG 200 and ITM 102

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

RMG 301

Course ID 004916

Short Title Retail Operations Management

Long Title Retail Operations Management

Long Descr This course will focus on how retail companies compete by designing and operating effective value chains. Operations strategy guides retailers as they buy merchandise and move it to the marketplace via efficient processes. Internal and external value chains are linked so that costs are reduced and inventory levels are optimized. The processes, that are the building blocks of successful retail organizations, include planning, inventory management, location selection and resource scheduling.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Prerequisites: RMG 200

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

RMG 302

Course ID 023280

Short Title Retail Consumer Insight

Long Title Retail Consumer Insight

Long Descr The course introduces the key theoretical concepts to the understanding of consumer behaviour. Building on this foundation the retail/consumer relationship will be examined through the case study method. Topics such as the retail brand, consumer research and value equations will be introduced and examined.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Prerequisite: RMG 200; Antirequisites: MKT 400

Equivalencies

Attributes External Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

RMG 303

Course ID 023281

Short Title Managing the Retail Workplace

Long Title Managing the Retail Workplace

Long Descr The retail landscape is constantly changing and, with these changes, the expectations of customers and retail employees are constantly evolving. As a result, the development of an adaptive workforce is a strategic priority for retailers. This course examines how retail workplaces are organized, how innovation and new skills are enabled, and how individuals and diverse teams develop ways to work together in the dynamic retail environment.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Prerequisite: RMG 200

Equivalencies

Attributes Community-based Learning

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

RMG 400

Course ID 005634

Short Title Merchandise Buying/Planning I

Long Title Merchandise Buying and Planning I

Long Descr This course examines the merchandise buying and planning function within the context of bricks and mortar and e-commerce retail organizations. Course content includes understanding customers, making buying decisions, forecasting, controlling inventories, preparing buying plans, developing assortment plans, managing vendor relations and pricing the merchandise. This is accomplished through a heavy emphasis on retail math and Excel. Merchandise buying and planning requires an understanding of the buyer's roles and responsibilities as well as their relationship to other functions inside and outside the organization.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Prerequisite: RMG 200

Equivalencies RMG400/FSN451

Attributes External Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics**RMG 434****Course ID** 023283**Short Title** Intro Logistics/Supply Chain**Long Title** Intro to Logistics and Supply Chain Mgmt

Long Descr This course serves as an introduction to the fundamentals of global supply and distribution networks management (traditionally known as Supply Chain and Distribution Channel). The course is primarily focused on the planning, implementation, monitor and control of global, regional and local distribution networks in support of retail business operations. The course covers fundamentals of supply and distribution networks, the link between distribution networks and marketing strategies, and the link between supplier networks and inventory management. Supply and distribution networks include aligning supply networks with corporate strategies, implementation of corporate sustainability and social responsibility related policies, global transportation, and supporting information technology. Throughout the course, analytical tools and methods are utilized to support decision making and manage supply and distribution networks uncertainty.

Academic Org Ted Rogers Retail Management**Components** Lecture: 3.00**Requisites** Prerequisite: RMG 200**Equivalencies****Attributes****Dept Consent** No Special Consent Required**Drop Consent** No Special Consent Required**Dynamic Date** TRANSITION**Grd Basis** Graded**Hegis Code****GPA Weight** 1.00/1.00**Billing Units** 1.0**Course Count** 1.0**Repeat for Credit** N**Total Completions** 1**Course Topics**

RMG 452

Course ID 003936

Short Title Visual Merch and Space Plan

Long Title Visual Merchandising and Space Planning

Long Descr Students will study the theories and practices related to visual merchandising and space planning. An examination of leading edge visual merchandising practices will be explored with respect to in-store design and layout. Space planning software will be used to develop planograms, in-store displays, window and fixture design and configuration. Students will incorporate these planning processes in retail decision-making.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Prerequisite: RMG 200

Equivalencies RMG452/FSN452

Attributes Field Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

RMG 500

Course ID 003167

Short Title Retail Strategy

Long Title Retail Strategy

Long Descr This course examines how retailers can build differentiating value through the development of a cohesive strategy. The strategic planning process will be explored, including analysis frameworks, development processes and communication priorities. Students will analyze strategic decision-making while integrating business models/processes and EDI and sustainability considerations acquired throughout their retail management experiences.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Prerequisite: RMG 700 and FIN 300; Antirequisite: BUS 800

Equivalencies

Attributes Capstone, External Project, Simulation

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

RMG 510**Course ID** 027538**Short Title** I Shop Therefore I Am**Long Title** I Shop Therefore I Am

Long Descr Whether we are shopping for carrots or cars, we make choices about and between products. These choices are informed by our backgrounds, situations, cognitions, behaviours, and emotions – and they can affect how we feel about ourselves and others, thereby contributing to our perceptions of identity. This course examines how shopping is intertwined with individuals' social and self identities, how shoppers' identities are affected by retailers' and marketers' view of the aggregate consumer, and how shoppers interact with brands and related constructed identities. Students' understanding of these perspectives will be informed by active qualitative research and debates.

Academic Org Ted Rogers Retail Management**Components** Lecture: 3.00**Requisites** Custom Requisites: Not available to Retail Management Students.**Equivalencies****Attributes** Upper Level Liberal Studies**Dept Consent** No Special Consent Required**Drop Consent** No Special Consent Required**Dynamic Date** TRANSITION**Grd Basis** Graded**Hegis Code****GPA Weight** 1.00/1.00**Billing Units** 1.0**Course Count** 1.0**Repeat for Credit** N**Total Completions** 1**Course Topics**

RMG 700

Course ID 001482
Short Title Applied Retail Research
Long Title Applied Retail Research
Long Descr This course is designed to develop students' analytical skills in effective use of retail business research. Emphasis is placed on the practical applications of research, the use of appropriate data analysis techniques, interpretation of results, and the effective communication of research findings. The aim of the course is to encourage the intelligent use of research and the ability to develop a research project.
Academic Org Ted Rogers Retail Management
Components Lecture: 3.00
Requisites Prerequisites: RMG 200; Antirequisites: MKT 500
Equivalencies
Attributes Research Project
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

RMG 800

Course ID 003550
Short Title Special Topics in Retailing
Long Title Special Topics in Retailing
Long Descr This course is designed to allow students to assume a major research/independent study project, which is completed under the direction of a faculty member and approved in advance by the course coordinator. Prior to being admitted to this course, students must submit a proposal outlining an appropriate area of interest for research and/or independent study upon which they will present a written report at the conclusion of the academic year. See teaching department for consent criteria.
Academic Org Ted Rogers Retail Management
Components Lecture: 3.00
Requisites
Equivalencies
Attributes Research Project
Dept Consent Department Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit Y
Total Completions 2
Course Topics
1. Fashion Pop Up
2. Examination of Social Identity in Retail

RMG 801

Course ID 003893

Short Title Retail Career Strategies

Long Title Retail Career Strategies

Long Descr This course provides students with an opportunity to reflect upon their leadership and management experience in the retail industry. This experience is drawn from at least one school-approved internship/work placement (400 hours min) completed prior to enrolment in the course. During the course, students engage in learning experiences that develop their personal leadership skills and contribute to building the role of students in the broader retail management community. The course also provides insights into career development strategies, as students look ahead to graduation.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Prerequisite: RMG 200

Equivalencies

Attributes Internship

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

RMG 806

Course ID 025605

Short Title Perspectives on Category Mgmt

Long Title Retailer Perspectives on Category Management

Long Descr Category Management is a collaborative process between retailers and manufacturers to optimize sales and profitability, deliver customer value and meet consumer and shopper needs through the strategic management of product categories. The course provides students with a solid foundation of Category Management knowledge and industry best practices for the coming decade via classroom learning and online modules. Students have the opportunity to build and develop data analysis, critical thinking and decision-making skills across four key areas: pricing, promotion, placement and assortment. The course offers students the opportunity to earn Level 1 of the School of Retail Management's Category Management Professional Development Program.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Prerequisites: RMG 200

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

RMG 817

Course ID 025606

Short Title Digital Advertising in Retail

Long Title Digital Advertising in Retailing

Long Descr The digital age has opened up new channels of communication and new types of messages. This course will offer students real world experience in planning, implementing and measuring a digital marketing campaign that is embedded in an integrated marketing and retail and services strategy. Students will become AdWords Google Ads Certified and will work with a retail business or service provider to plan, execute, and measure a digital advertising campaign.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites

Equivalencies

Attributes Case Studies, External Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1
Course Topics

RMG 821

Course ID 025607

Short Title Resear/Analyt in Social Media

Long Title Research and Analytics in Social Media

Long Descr Students will learn how to use tools to listen to conversations across digital platforms and make meaningful conclusions in a retail context. Cloud-based tools will be used to collect, analyze, and visualize publicly available online conversations from social media platforms. Topics will include collecting and storing data, studying networks and links, analyzing comments, sentiments, hashtags, and images. Ethics and other important topics will also be covered.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites
Equivalencies

Attributes
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Graded
Hegis Code
GPA Weight 1.00/1.00
Billing Units 1.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

RMG 902

Course ID 005904

Short Title Franchising

Long Title Franchising

Long Descr The focus of this course is on business format franchising - the transfer of a particular business format or way of conducting business. The costs and benefits of franchising from both the franchisee's and franchiser's point of view will be explored. Franchiser/franchisee communication and relationship will be discussed. Students will examine how to determine the feasibility of a franchise opportunity, the legal dimensions of franchising, characteristics of the typical franchisee, and international franchising as a means of expansion.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Prerequisite: RMG 200

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

RMG 905

Course ID 003754

Short Title Design, Commerce and Culture

Long Title Design, Commerce and Culture

Long Descr This course aims to provide an in-depth reflective understanding of the human designed environment, from a retail perspective. Concentrating on the main historic movements of the twentieth century, the course will address the ways in which the products of a culture are seen as representations of its cultural identity and value system. Changing social and cultural patterns, developing technology, and the economic climate will be explored. Ethical and environmental implications of the retail environment will be discussed.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Prerequisite: RMG 200; Antirequisite: GEO 421

Equivalencies

Attributes Field Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

RMG 906

Course ID 004818

Short Title International Retail Markets

Long Title International Retail Markets

Long Descr This course examines the ever changing trend toward international retailing. As proactive Canadian retailers look for opportunity outside of Canada, a number of international retailers are turning their eyes on Canada. We will explore determinants for international expansion, the growth of international retail organizations, methods of appraising international retail market opportunities and how to recommend growth strategies to take advantage of the learning generated. Students will be expected to develop an understanding of several international markets and how to present their recommendations in a business environment.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Prerequisites: RMG 200

Equivalencies

Attributes Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

RMG 907

Course ID 004543

Short Title Relationship Marketing

Long Title Relationship Marketing

Long Descr The relationship between the consumer and the retailer has been perceived as a transaction and marketing strategy has been based on this perception. Retailers are moving to an ethical relationship view of the buying process - the building of a long term relationship with the customer as the central theme of marketing strategy. This course will explore the underlying theories, values and benefits of doing business through one-to-one relationships with consumers using technological advances. A one-to-one customer-centric approach enables retail marketers to reach customers from multicultural backgrounds, a distinguishing feature of the Canadian marketplace.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Prerequisite: RMG 200

Equivalencies

Attributes Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

RMG 908

Course ID 002385

Short Title Issues/Innovations-Retail II

Long Title Issues and Innovations in Retailing II

Long Descr This course critically examines the current retail environment for important trends and issues within a local, national and international context. The role of innovation and disruption in retailing is studied both in theory and in practice. Students discover and examine their role in the innovation process in a team context. Students' retail knowledge is synthesized and advanced by developing and designing a customer journey, including identifying, analyzing and mapping a retailer's touchpoints.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Prerequisite: RMG 500

Equivalencies

Attributes External Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1
Course Topics

RMG 909

Course ID 005356

Short Title Merchandise Buying/Planning II

Long Title Merchandise Buying and Planning II

Long Descr This course compliments Merchandise Buying and Planning I by introducing students to concepts of merchandise management. Course content emphasizes analytical and quantitative aspects of merchandising planning. Expected outcomes include a complete understanding of financial strategy as it relates to merchandise management, the development of dollar merchandise plans, measures of productivity and vendor performance analysis. Information technology and decision support systems represent an integral part of the course content.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Prerequisite: RMG 400

Equivalencies

Attributes External Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

RMG 910

Course ID 005981

Short Title Omni-Channel Retailing

Long Title Omni-Channel Retailing

Long Descr Great retail is about creating a consistent experience across all channels and touchpoints with customers. This includes having a holistic strategy, known as the omni-channel approach, to manage service and distribution channels that include brick and mortar stores, online, mobile, catalogs, and more. For this reason, it is critical to understand how these channels function together, as well as the beneficial outcomes (e.g., customer satisfaction) of operating an integrative omni-channel business. The course helps students to develop skills to analyze a firm's omni-channel strategy and recommend solutions to help meet customers' needs. Further, students will learn different techniques and strategies on how to optimize the channel operations of a business.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Prerequisite: ITM 350 or RMG 200 or ITM 550

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

RMG 911

Course ID 023284

Short Title Retail Sales Management

Long Title Retail Sales Management

Long Descr This course is based on the importance of professionalism in sales people and effective selling that play a key role towards the delivery of exceptional customer service. Students will focus on building effective leadership skills and programs for selling and the development of relationships to increase productivity and customer loyalty.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites

Equivalencies

Attributes

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics**RMG 912****Course ID** 023285**Short Title** Sustainability/Social Change**Long Title** Sustainability and Social Change

Long Descr This course examines sustainability, social change, the environment and governance through the retail lens of people, profit and the planet. The best practices of retailers particularly in the area of greening retail are a primary focus of study. Students engage in an industry-based project, as this is a critically important topic within the retail sector.

Academic Org Ted Rogers Retail Management**Components** Lecture: 3.00**Requisites** Prerequisite: RMG 200**Equivalencies****Attributes** External Project, Research Project**Dept Consent** No Special Consent Required**Drop Consent** No Special Consent Required**Dynamic Date** TRANSITION**Grd Basis** Graded**Hegis Code****GPA Weight** 1.00/1.00**Billing Units** 1.0**Course Count** 1.0**Repeat for Credit** N**Total Completions** 1**Course Topics**

RMG 913

Course ID 023286

Short Title Retail Private Label

Long Title Retail Private Label

Long Descr Private Label products have taken on an increasingly larger share of market within the retail product mix. For students interested in buying and merchandising, this course will examine the role of proprietary brand development across the spectrum of retail categories from hard goods and food to fashion and trend products. Curriculum will focus on best practice in private label and students will engage in a project on product development from concept to sourcing.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Prerequisite: RMG 200

Equivalencies

Attributes External Project, Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

RMG 914

Course ID 023287

Short Title Sector Studies

Long Title Sector Studies

Long Descr Each year this course will take an in-depth look at one specific sector in the retail industry. Students may choose to study in up to 2 sectors such as grocery, fashion, sporting goods, pop-up retailing, luxury, health and wellness and shopping centres, to apply to their degree program. Looking at the Canadian retail market within a particular sector, within an international context of best practices, the course will examine performance of individual companies and the overall sector, as well as dominant issues that are unique to the sector. Integration of learning from the consumer, supply chain and operational perspectives will be emphasized.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Prerequisite: RMG 200

Equivalencies

Attributes External Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit Y

Total Completions 2**Course Topics**
1. Fashion
2. Financial
3. Grocery
4. Hard Goods
5. Luxury
6. Pop-up Retailing
7. Health and Wellness
8. Shopping Centres
9. Sports Retailing
10. Small Business
11. AI in Retailing**RMG 916****Course ID** 023289**Short Title** Managing B2B Channels**Long Title** Managing B2B Channels**Long Descr** This course will explore how organizations leverage channels of distribution for value creation and competitive advantage. It delves into strategies that companies use to bring products and services from their point of origin to their point of consumption. Product proliferation, media fragmentation, retailer power and the internet have required excellence in channel design and management. The course will cover key concepts and strategies related to channel management, in light of traditional and new channels of distribution.**Academic Org** Ted Rogers Retail Management**Components** Lecture: 3.00**Requisites** Prerequisites: RMG 200 and MKT 100**Equivalencies****Attributes****Dept Consent** No Special Consent Required**Drop Consent** No Special Consent Required**Dynamic Date** TRANSITION**Grd Basis** Graded**Hegis Code****GPA Weight** 1.00/1.00**Billing Units** 1.0**Course Count** 1.0**Repeat for Credit** N**Total Completions** 1**Course Topics**

RMG 917

Course ID 023290

Short Title Exp Learning - Travel Study

Long Title Experiential Learning - Travel Study

Long Descr This course examines consumption patterns, retail formats and operations, as well as sourcing opportunities and challenges in a defined region. Students will participate in experiential travel learning in a chosen country. Local industry experts will be invited to address various topics.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Prerequisite: RMG 200

Equivalencies

Attributes International Learning

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

RMG 918

Course ID 023291

Short Title Retail IT-Case Study Best Prac

Long Title Retail IT - Case Study of Best Practices

Long Descr Today, retail companies must invest in technology to manage their multiple locations and many transactions. Some retailers have emerged as leaders in their field by using technology to support a strategic initiative that differentiates them from their competition. In this course, students will study a few retailers in depth and analyze how they have used Information Technology to successfully differentiate from their competition.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Prerequisites: RMG 300

Equivalencies

Attributes Case Studies, Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

RMG 919

Course ID 023292

Short Title Retail Data Analytics

Long Title Retail Data Analytics

Long Descr Retail is detail. A retail company collects volumes of data: what was sold, what size, when, at what price, and by whom. But with so much data, it is difficult to 'see the big picture and generate actionable insights. In this course, students will use industry-leading tools to visualize data, understand trends, and make informed business decisions. Students will work with large data sets, gaining practical experience in how to find answers to complex business problems.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites

Equivalencies

Attributes Research Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

RMG 920

Course ID 023293

Short Title Running a Retail Business

Long Title Running a Retail Business

Long Descr The success of retail organizations in an increasingly competitive environment is dependent upon their capacity for speed, flexibility and customer focus. This interactive course provides students with the basics of formulating and operating a retail business. They will integrate the principles of effective retail/service management and consider the implications of a dynamic retail ecosystem.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Prerequisite: RMG 200

Equivalencies

Attributes Case Studies

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

RMG 922

Course ID	023294
Short Title	Social Media Marketing
Long Title	Social Media Marketing
Long Descr	An explosion in the popularity of social media sites has created a new level of consumer empowerment over even the most carefully managed brand messages. As the primary point of interaction in bringing products and services to the public, retailers are well positioned to carry customer relationships into this new online era. This course will focus on how and why retailers should "join the conversation" with consumers to build trust beyond the buzz associated with viral marketing and typical Internet campaigns. Students will analyze the market reach of popular online communities and tools, the legal and ethical implications, and the potential impact/integration of a multi-point communications strategy into the overall retail operation and marketing mix.
Academic Org	Ted Rogers Retail Management
Components	Lecture: 3.00
Requisites	
Equivalencies	
Attributes	Research Project
Dept Consent	No Special Consent Required
Drop Consent	No Special Consent Required
Dynamic Date	TRANSITION
Grd Basis	Graded
Hegis Code	
GPA Weight	1.00/1.00
Billing Units	1.0
Course Count	1.0
Repeat for Credit	N
Total Completions	1
Course Topics	

RMG 925

Course ID 023297

Short Title Leading in Retail Organization

Long Title Leading in Retail Organizations

Long Descr Given the dynamic nature of the retail industry, leaders are required to develop productive and engaging organizations which are also primed for disruption and innovation. In this course, students develop customer focused organizational leadership strategies focused on innovative problem solving processes and organizational alignment. They also develop personal leadership skills oriented to the development of an engaged, productive workforce.

Academic Org Ted Rogers Retail Management

Components Lecture: 3.00

Requisites Prerequisite: RMG 200

Equivalencies

Attributes External Project

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Graded

Hegis Code

GPA Weight 1.00/1.00

Billing Units 1.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 104

Course ID 025173

Short Title Work Term I Retail Management

Long Title Work Term I - Retail Management

Long Descr Work must be program-related (Retail Management) and may be entry-level or junior in responsibility and content. This course is graded on a pass/fail basis.

Academic Org Ted Rogers Retail Management

Components Lecture: 1.00

Requisites

Equivalencies

Attributes Co-operative Education

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

WKT 204

Course ID 025174
Short Title Work Term II Retail Management
Long Title Work Term II - Retail Management
Long Descr Work must be program related (Retail Management) and should build on the experience of the first work term. This course is graded on a pass/fail basis.
Academic Org Ted Rogers Retail Management
Components Lecture: 1.00
Requisites
Equivalencies
Attributes Co-operative Education
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Pass/Fail
Hegis Code
GPA Weight 0.00/0.00
Billing Units 0.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

WKT 304

Course ID 025175
Short Title Work Term III Retail Mgmt
Long Title Work Term III - Retail Management
Long Descr Work must be program-related (Retail Management) and should progressively demand more of the student than the first two terms by including some independent work or substantial responsibility for meeting specific objectives. This course is graded on a pass/fail basis.
Academic Org Ted Rogers Retail Management
Components Lecture: 1.00
Requisites
Equivalencies
Attributes Co-operative Education
Dept Consent No Special Consent Required
Drop Consent No Special Consent Required
Dynamic Date TRANSITION
Grd Basis Pass/Fail
Hegis Code
GPA Weight 0.00/0.00
Billing Units 0.0
Course Count 1.0
Repeat for Credit N
Total Completions 1
Course Topics

WKT 404

Course ID 025176

Short Title Work Term IV Retail Management

Long Title Work Term IV - Retail Management

Long Descr Work must be program-related (Retail Management) and ideally include primary responsibility for specific project(s) or significant contribution as a team member. This course is graded on a pass/fail basis.

Academic Org Ted Rogers Retail Management

Components Lecture: 1.00

Requisites

Equivalencies

Attributes Co-operative Education

Dept Consent No Special Consent Required

Drop Consent No Special Consent Required

Dynamic Date TRANSITION

Grd Basis Pass/Fail

Hegis Code

GPA Weight 0.00/0.00

Billing Units 0.0

Course Count 1.0

Repeat for Credit N

Total Completions 1

Course Topics

Run Control Values

Academic Institution: RYERU
Academic Career: UGRD
Academic Group: BU
Academic Organization: BUSINESS
Subject:
From Date 01-JAN-1901
Thru Date 01-AUG-2025
EFF_STATUS A
Schedule Course Y

Course Attributes - Run Control Values

DATETIME CREATED: 06-OCT-2023
COURSE ATTRIBUTE: LVL
COURSE ATTRIBUTE VALUE:

DATETIME CREATED: 06-OCT-2023
COURSE ATTRIBUTE: EXPL
COURSE ATTRIBUTE VALUE:

DATETIME CREATED: 10-DEC-2024
COURSE ATTRIBUTE: MOD
COURSE ATTRIBUTE VALUE: