



OFFICE OF THE ASSOCIATE VICE-PRESIDENT, ACADEMIC AND ASSOCIATE PROVOST

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MEMORANDUM

ATTENTION Senate DATE November 9, 2012
FROM Gordon Myers, Chair PAGES 1/1
Senate Committee on Undergraduate Studies
RE: Beedie School of Business (SCUS 12-45)

Handwritten signature of Gordon Myers

For information:

Acting under delegated authority at its meeting of November 8, 2012, SCUS approved the following curriculum revisions effective Summer 2013:

- (i) Changes to the Accounting Concentration
(ii) Addition of Accounting Concentration to Major Program
(iii) Changes to the Business Honours Program
(iv) Pre-requisite changes to BUS 403, 410, 413, 417, 418, 419, 420, 421, 424, 426, 427, 430, 431, 432, 434, 435, 437, 440, 443, 444, 445, 446, 447, 448, 449, 450, 452, 453, 4456, 457, 458, 459, 462, 464, 466, 467, 468, 472, 473, 474, 477, 478, 480, 481, 482, 484, 485, 486, 487, 488, 489, 492, 493, 494, 495, 496, 498, 499 [replace 360 with 360W]
(v) Change to the BUS-Psychology Joint Major
a. Changes to the BUS Admission Category 3 and 4
b. Changes to the PSYC Admission and Program requirements
(vi) New Course Proposal: BUS 475-3, Sustainable Operations
(vii) Addition of BUS 475 and BUS 490-496 to Operations Management Concentration
(viii) Name change to the Corporate Social Responsibility Certificate Program and requirement changes
(ix) Prerequisite change to BUS 477
(x) Requirement changes to Entrepreneurship & Innovation Concentration
(xi) Course deletion of BUS 452

Senators wishing to consult a more detailed report of curriculum revisions may do so by going to DocuShare: https://docushare.sfu.ca/dsweb/View/Collection-12682
If you are unable to access the information, please call 778-782-3168 or email shelley\_gair@sfu.ca.

SIMON FRASER UNIVERSITY

Office of the Dean/ Beedie School of Business

MEMORANDUM

To: Jo Hinchliffe  
Senate Committee on  
Undergraduate Studies

From: Andrew Gemino, Chair  
Beedie School of Business  
UG Curriculum Committee

Date: October 22<sup>nd</sup>, 2012

Subject: Material for next SCUS meeting

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The Undergraduate Curriculum Committee in the Beedie School of Business approved the attached curriculum changes.

Would you please place these items on the Nov. 1<sup>st</sup>, 2012 Senate Committee on Undergraduate Studies agenda?

Sincerely,

Andrew Gemino  
Associate Dean  
Beedie School of Business

**Calendar Change, Undergraduate Department, Beedie School of Business**

**Effective:** Fall 2013

**Summary of Changes:**

- Addition of Accounting Concentration to Major Program, several Joint Major programs, and the Second Degree program
- Change to the Accounting (Honours) Concentration in the Honours Program, and Honours, plus honours term at the Segal Graduate School of Business (Spring 2013 Calendar)

**Rationale:**

In 2009, the Undergraduate Program changed the accounting concentration to an accounting honours concentration to provide a more specialized accounting program. The requirement of having and maintaining a CGPA of 3.0 for the accounting honours concentration has meant that a larger number of students than anticipated are unable to complete the accounting honours concentration. As well, the students have found that being required to complete the 132 units of the honours concentration is too onerous and many qualified students are opting not to take the concentration. Because the demand for accounting among the Business students remains high, the Undergraduate Program has decided to remove the accounting honours concentration and replace it by putting an accounting concentration back in place. To control the number of students taking the concentration, the Program will require that students apply for the concentration and meet a predetermined CGPA of 2.7 and a C+ in both BUS 320 and 360W.

The complete calendar section on the Business Honours Program, Accounting Concentration will need to be removed and the new Accounting Concentration inserted in the section of the calendar where the other Business concentrations are located.

**The following programs will be affected by these changes:**

**Edits/Additions:**

- Major Program
- Honours Program
- Honours, plus honours term at the Segal Graduate School of Business
- Economics & Business Joint Major
- Economics & Business Joint Honours
- IAT & Business Joint Major (BBA, BA)
- IAT & Business Joint Major (BSc)
- Second Undergraduate Degree in Business

Note: Revised content appears in bold.

<b>1) Major, Joint Majors and Second Degree</b>	
<b>From</b>	<b>To</b>

<p><b>Accounting (Honours)</b></p> <p>Admission to this honours concentration is on a competitive basis. Students may apply once they have completed their lower division requirements and have either completed or enrolled in BUS 320 and 360W.</p> <p>Upon completion of BUS 320 and 360W with a minimum grade of C+ the admission decision will be made. Once admitted, a minimum 3.0 cumulative grade point average (CGPA) must be maintained to remain in the program. Only students formally admitted to the accounting honours concentration will be permitted to enrol in accounting courses in the 300 and 400 divisions (with the exception of BUS 320).</p> <p>Students complete all of</p> <ul style="list-style-type: none"> <li>• BUS 251 Financial Accounting I (3)</li> <li>• BUS 254 Managerial Accounting I (3)</li> <li>• BUS 320 Financial Accounting: Assets (3)</li> <li>• BUS 321 Financial Accounting: Equities (3)</li> <li>• BUS 322 Intermediate Managerial Accounting (3)</li> <li>• BUS 329 Income Tax for Business Decision-Making (4)</li> <li>• BUS 420 Advanced Accounting (3)</li> <li>• BUS 421 Accounting Theory (3)</li> <li>• BUS 424 Advanced Managerial Accounting (3)</li> <li>• BUS 426 Auditing and Assurance: Concepts and Methods (3)</li> <li>• BUS 427 Financial Statement Analysis (3)</li> </ul> <p>and one upper division business course (minimum two units)</p>	<p><b>Accounting</b></p> <p><b>Admission to this concentration requires a cumulative grade point average of 2.70 or higher. Students may apply once they have completed their lower division requirements and have either completed or enrolled in BUS 320 and 360W. Students must have a minimum grade of C+ in both of these courses before they are admitted to the concentration.</b></p> <p><b>Students must complete:</b></p> <p><b>All of*:</b>  <b>BUS 320-3 Financial Accounting – Assets</b>  <b>BUS 321-3 Financial Accounting – Equities</b>  <b>BUS 322-3 Intermediate Managerial Accounting</b>  <b>BUS 421-3 Accounting Theory</b></p> <p><b>At least two of*:</b>  <b>BUS 420-3 Advanced Accounting</b>  <b>BUS 424-3 Advanced Managerial Accounting</b>  <b>BUS 426-3 Auditing and Assurance: Concepts and Methods</b>  <b>BUS 427-3 Financial Statement Analysis</b></p> <p><b>*Must be completed at SFU</b></p>
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<b>2) Honours (based on Spring 2013 Calendar)</b>	
<b>From</b>	<b>To</b>
<b>Business Honours Program</b>	<b>Business Honours Program</b>
<i>Beedie School of Business @ Simon Fraser</i>	<i>Beedie School of Business @ Simon Fraser</i>

*University Calendar 2013 Spring*

Students will complete mainly non-business courses during the first 60 units of the program, completing three categories of courses. The first category consists of lower division requirements which are mainly tool courses to prepare for more advanced upper division business courses. The second category consists of courses completed to meet university requirements in writing, quantitative and breadth. In the third category, students choose courses that are based on intellectual interest or to achieve academic goals. The first two categories should be completed during the first 60 units.

Students are also required to complete the Business Career Passport which consists of six workshops that will prepare students to manage their career through their academic program and after graduation. The goal of the Business Career Passport is to help students make informed decisions about career paths, gain access to career opportunities and present themselves professionally to employers. Co-ordinated through the Career Management Centre (CMC) at the Beedie School of Business, students may begin this program at any time during their degree program. All workshops must be successfully completed prior to graduation.

The last 72 units of the degree program consists of the completion of the core upper division business courses, at least one area of concentration, lower and upper division electives, and an additional 12 units of BUS or BUEC courses. After the completion of 15 upper division business units, students may apply to enter the honours program. Honours students meet all major program requirements (except where specifically modified for joint honours), and additional requirements.

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**Grade Requirements**

For entry and continuance, the following grade point averages will be used.

- minimum 3.00 cumulative grade point average (3.5 for honours with distinction)
- minimum 3.00 grade point average for upper division BUS courses (3.5 for honours with distinction)
- minimum 3.00 grade point average for upper division BUEC courses (3.5 for honours with distinction)

For graduation, students must also meet the GPAs in accordance with University and Beedie School of Business.

In addition to normal university grade point average requirements, the Beedie School of Business requires a minimum 2.40 cumulative grade point average (CGPA) for entry into all 300 and 400 division business courses.

For a course to be accepted as fulfilling a prerequisite, or for a lower division requirement, or for a core course to be accepted in a student's program in business, a student must have obtained a minimum grade of C- (C minus).

**Course Limit**

Students with fewer than 60 units may enrol in a maximum of 16 units per term. Those with 60 or more may enrol in a maximum of 18 units.

**Letters of Permission**

The Beedie School of Business does not normally approve letters of permission for students already enrolled at Simon Fraser University.

**Program Requirements**

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**Program Requirements**

Students complete at least 132 units which must include a minimum of 15 courses, each with three or more units, outside the Beedie School of Business.

Within the 15 courses, students must meet the University requirements for breadth — two courses labelled as Breadth-Humanities, two courses labelled as Breadth-Science, and two courses labelled as Breadth-Social Science. Courses not labelled as BUS or BUEC that are completed as part of the lower division requirements may be used toward the 15 courses outside business.

#### **Lower Division Requirements**

Students complete all of

- BUS 237 Information Systems in Business (3)
- BUS 251 Financial Accounting I (3)
- BUS 254 Managerial Accounting I (3)
- BUS 272 Behavior in Organizations (3)
- ECON 103 Principles of Microeconomics (4)
- ECON 105 Principles of Macroeconomics (4)

and one of

- BUEC 232 Data and Decisions I (4)
- STAT 270 Introduction to Probability and Statistics (3)

and one of

- BUS 207 Managerial Economics (3)
- ECON 201 Microeconomic Theory I: Competitive Behavior (4)
- ECON 301 Microeconomic Theory I: Competitive Behavior (4)

and one of

- MATH 150 Calculus I with Review (4)
- MATH 151 Calculus I (3)
- MATH 154 Calculus I for the Biological Sciences (3)
- MATH 157 Calculus I for the Social Sciences (3)

and two of

- ENGL 101W Introduction to Fiction (3)
- ENGL 102W Introduction to Poetry (3)
- ENGL 103W Introduction to Drama (3)

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- ENGL 104W Introduction to Prose Genres (3)
  - ENGL 105W Introduction to Issues in Literature and Culture (3)
  - ENGL 199W Introduction to University Writing (3)
  - PHIL XX1 Critical Thinking (3)
  - PHIL 100W Knowledge and Reality (3)
  - PHIL 120W Introduction to Moral Philosophy (3)
  - WL 101W Writing About Literature (3)
  - WL 103W Pre-Modern World Literature (3)
  - WL 104W Modern World Literature (3)
- \* may be completed following admission to the faculty

#### Upper Division Requirements

All upper division BUS courses have a prerequisite of 60 units. However, approved business majors may complete 300 division BUS courses upon completion of 45 units.

In the last 72 units, honours students must complete a minimum of 57 upper division units, of which a minimum of 42 units must be in business or BUEC courses.

The 42 upper division units in business must include the following.

- all core courses
- an area of concentration
- at least three 400 division BUS or BUEC courses (excluding practicum courses and BUS 478). These courses may be used toward the requirements for an area of concentration. At least one of these 400 division courses to be completed at Simon Fraser University.
- additional 12 units of BUS or BUEC courses

Further upper division courses in any discipline must be completed to bring the

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total upper division credit to 57 units minimum.

Students may not enrol in upper division (300 and 400 division) business courses before completing the first 60 lower division units, with two exceptions:

- approved business majors, honours and minors may complete upper division BUS courses after the completion of 45 units
- any 300 or 400 division course completed before the completion of 60 units will not count as fulfilling the 57 upper division units required in the final 72 units of the program, or as part of the upper division units for the major, honours or minor.

The honours program requires 12 units of 400 division courses\* in BUS or BUEC, or in other faculties approved in advance by the undergraduate program's executive director, or predetermined by the department above and beyond the 120 unit requirement for the major. The 12 units are in addition to the requirements for the major.

\*The Accounting (Honours) concentration requires 12 units of upper division BUS or BUEC courses, or in other faculties approved in advance by the undergraduate program's executive director, above and beyond the 120 unit requirement for the major. The 12 units are in addition to the requirements for the major.

#### Core Courses

Students complete all of

- BUS 303 Business, Society and Ethics (3)
- BUS 312 Introduction to Finance (4)
- BUS 336 Data and Decisions II (4)
- BUS 343 Introduction to Marketing (3)
- BUS 360W Business Communication <sup>†</sup> (4)
- BUS 393 Commercial Law (3)

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<ul style="list-style-type: none"> <li>• BUS 478 Strategy <sup>††</sup> (3)</li> </ul> <p>and one of</p> <ul style="list-style-type: none"> <li>• BUS 374 Organization Theory (3)</li> <li>• BUS 381 Introduction to Human Resource Management (3)</li> </ul> <p>†to be completed before the student's 75th unit and at Simon Fraser University in accordance with the WQB requirements‡††to be completed at Simon Fraser University</p> <p><b>Areas of Concentration</b></p> <p>Students choose one of the following areas of concentration and complete all the requirements as specified below.</p> <p><b>Accounting (Honours)</b></p> <p>Admission to this honours concentration is on a competitive basis. Students may apply once they have completed their lower division requirements and have either completed or enrolled in BUS 320 and 360W.</p> <p>Upon completion of BUS 320 and 360W with a minimum grade of C+ the admission decision will be made. Once admitted, a minimum 3.0 cumulative grade point average (CGPA) must be maintained to remain in the program. Only students formally admitted to the accounting honours concentration will be permitted to enrol in accounting courses in the 300 and 400 divisions (with the exception of BUS 320).</p> <p>The Accounting (Honours) concentration requires 12 units of upper division BUS or BUEC courses, or in other faculties approved in advance by the undergraduate program's executive director, above and beyond the 120 unit requirement for the major. The 12 units are in addition to the requirements for the major.</p>	<ul style="list-style-type: none"> <li>• BUS 393 Commercial Law (3)</li> <li>• BUS 478 Strategy <sup>††</sup> (3)</li> </ul> <p>and one of</p> <ul style="list-style-type: none"> <li>• BUS 374 Organization Theory (3)</li> <li>• BUS 381 Introduction to Human Resource Management (3)</li> </ul> <p>†to be completed before the student's 75th unit and at Simon Fraser University in accordance with the WQB requirements‡††to be completed at Simon Fraser University</p> <p><b>Areas of Concentration</b></p> <p>Students choose one of the following areas of concentration and complete all the requirements as specified below.</p> <p><b>Accounting</b></p> <p><b>Admission to this concentration requires a cumulative grade point average of 2.70 or higher. Students may apply once they have completed their lower division requirements and have either completed or enrolled in BUS 320 and 360W. Students must have a minimum grade of C+ in both of these courses before they are admitted to the concentration.</b></p> <p><b>Students must complete:</b></p> <p><b>All of*:</b>  <b>BUS 320-3 Financial Accounting – Assets</b>  <b>BUS 321-3 Financial Accounting – Equities</b>  <b>BUS 322-3 Intermediate Managerial Accounting</b>  <b>BUS 421-3 Accounting Theory</b></p> <p><b>At least two of*:</b>  <b>BUS 420-3 Advanced Accounting</b>  <b>BUS 424-3 Advanced Managerial</b></p>
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<p>Entrepreneurship and Innovation</p>	<p>Entrepreneurship and Innovation</p>
<p>Finance</p>	<p>Finance</p>
<p>Human Resource Management</p>	<p>Human Resource Management</p>
<p>International Business</p>	<p>International Business</p>
<p>Management Information Systems</p>	<p>Management Information Systems</p>
<p>Operations Management</p>	<p>Operations Management</p>
<p>Marketing</p>	<p>Marketing</p>
<p><b>Writing, Quantitative, and Breadth Requirements</b>  Students admitted to Simon Fraser University beginning in the fall 2006 term must meet writing, quantitative and breadth requirements as part of any degree program they may undertake. See Writing, Quantitative, and Breadth Requirements for university-wide information.</p>	<p><b>Writing, Quantitative, and Breadth Requirements</b>  Students admitted to Simon Fraser University beginning in the fall 2006 term must meet writing, quantitative and breadth requirements as part of any degree program they may undertake. See Writing, Quantitative, and Breadth Requirements for university-wide information.</p>
<p><b>Business Career Passport Requirements</b></p>	<p><b>Business Career Passport Requirements</b></p>

<p>Students who are admitted to the Beedie School of Business beginning in the fall 2012 term will complete the Business Career Passport.</p> <p>During the BBA program, students register in and complete six mandatory Business Career Passport workshops. The workshops may be completed in any order. However, it is recommended that students complete the self-assessment workshop sometime within their first 60 units of study.</p> <p>Enrolment and participation in workshops must be recorded with the Career Management Centre. For more information about the workshops, or to register, visit the Beedie Community link on the Career Management Centre website.</p> <p><b>Residency Requirements and Transfer Credit</b></p> <p>The University's residency requirement stipulates that, in most cases, total transfer and course challenge credit may not exceed 60 units, and may not include more than 15 units as upper division work.</p> <p>Return to business index page.</p>	<p>Students who are admitted to the Beedie School of Business beginning in the fall 2012 term will complete the Business Career Passport.</p> <p>During the BBA program, students register in and complete six mandatory Business Career Passport workshops. The workshops may be completed in any order. However, it is recommended that students complete the self-assessment workshop sometime within their first 60 units of study.</p> <p>Enrolment and participation in workshops must be recorded with the Career Management Centre. For more information about the workshops, or to register, visit the Beedie Community link on the Career Management Centre website.</p> <p><b>Residency Requirements and Transfer Credit</b></p> <p>The University's residency requirement stipulates that, in most cases, total transfer and course challenge credit may not exceed 60 units, and may not include more than 15 units as upper division work.</p> <p>Return to business index page.</p>
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**Calendar Change, Undergraduate Department, Beedie School of Business**

**Effective:** Summer 2013 Calendar

**Summary of Changes:**

- 400-level pre-requisite requirement change of Bus 360 to Bus 360W.

**Rationale:**

Business 360W is required for graduation from the Beedie School of Business and will be reflected as such within the prerequisite requirements for courses requiring Business 360. This also preserves the integrity of the prerequisite requirement for all Business students, as students with transfer credit of BUS 1XX-3 and BUS 360-0, will not be able to register in 400-level classes before completing BUS 360W at SFU.

**The following courses will be affected by these changes:** please see below for those courses impacted by this change. All other courses not impacted have not been included.

Note: Revised content appears in bold.

<b>From:</b>	<b>To:</b>
<p><b>BUS 403-3 Seminar in Business and Society</b> Focuses on and integrates many of the ethics-related topics touched upon in core business courses. Emphasis may vary and may include discussions of market failures, codes of ethics, privacy/confidentiality issues, cross-cultural business norms, social and environmental issues, organizational cultures and best practices in corporate governance. Prerequisite: 90 units, BUS 360.</p>	<p><b>BUS 403-3 Seminar in Business and Society</b> Focuses on and integrates many of the ethics-related topics touched upon in core business courses. Emphasis may vary and may include discussions of market failures, codes of ethics, privacy/confidentiality issues, cross-cultural business norms, social and environmental issues, organizational cultures and best practices in corporate governance. Prerequisite: 90 units, <b>BUS 360W</b>.</p>
<p><b>BUS 410-3 Financial Institutions</b> An examination of financial institutions and the markets in which they operate. Topics may include: institutional structure, financial contract forms, valuation and pricing relationships, financial intermediation, financial transacting, the regulatory environment, risk measurement and hedging strategies. Prerequisite: BUS 315, 316, 360; 60 units.</p>	<p><b>BUS 410-3 Financial Institutions</b> An examination of financial institutions and the markets in which they operate. Topics may include: institutional structure, financial contract forms, valuation and pricing relationships, financial intermediation, financial transacting, the regulatory environment, risk measurement and hedging strategies. Prerequisite: BUS 315, 316, <b>360W</b>; 60 units.</p>
<p><b>BUS 413-4 Corporate Finance</b> Corporate decisions in the context of financial markets. Topics include: real asset investments, financing alternatives, dividend policy, working capital management, and corporate securities valuation. Prerequisite: BUS 315, 316, 360; 60 units.</p>	<p><b>BUS 413-4 Corporate Finance</b> Corporate decisions in the context of financial markets. Topics include: real asset investments, financing alternatives, dividend policy, working capital management, and corporate securities valuation. Prerequisite: BUS 315, 316, <b>360W</b>; 60 units.</p>
<p><b>BUS 417-4 Security Analysis</b> This course covers the historical, theoretical and practical issues involved in the market valuation of</p>	<p><b>BUS 417-4 Security Analysis</b> This course covers the historical, theoretical and</p>

securities. Three general areas are studied: valuation of fixed income securities; valuation of equity securities; and topics in portfolio management. Prerequisite: BUS 315, 316, 360; 60 units. Students who have taken BUS 492 under the topic Security Analysis may not take BUS 417 for further credit.

**BUS 418-3 International Financial Management**

An introduction to international financial markets and institutions and to the management of assets and liabilities in an international/multinational setting.

Topics to be covered include: exchange rate determination and management of foreign exchange risk; interest rate swaps; international portfolio management; comparative markets; and country risk. Prerequisites: BUS 315, 316, 360; 60 units.

**BUS 419-3 Advanced Derivative Securities**

This is a second course in derivative securities. Topics may include: extensions of the Black-Scholes model, pricing of American options, interest rate derivatives, complex derivatives and real options. Prerequisite: BUS 315, 316, 360; 60 units. Students who have taken BUS 493 under the topic Advanced Derivative Securities may not take BUS 419 for further credit.

**BUS 420-3 Advanced Accounting**

In-depth coverage of advanced accounting topics, specifically issues relating to business combinations and foreign currency. Consideration is also given to the interpretation and analysis of financial statements. Prerequisites: BUS 321, 360; 60 units.

**BUS 421-3 Accounting Theory**

Consideration of methods by which accounting theory is developed and examination of specific models including historical costs, replacement costs, resale price and price level adjustment models. Prerequisite: BUS 321, BUS 360 and BUS 207, ECON 201 or ECON 301; 60 units.

**BUS 424-3 Advanced Managerial Accounting**

Process costing; joint and by-product costing; inventory planning and control; cost accounting and statistical methods, relationship to operations research. Prerequisites: BUS 322 or 319, 336, 360; 60 units.

**BUS 426-3 Auditing and Assurance: Concepts and Methods**

A study of the conceptual foundations and the nature and purpose of the external audit function. The course will also discuss some of the more recent developments in auditing such as comprehensive auditing, computer auditing, and the use of statistical methodology in

practical issues involved in the market valuation of securities. Three general areas are studied: valuation of fixed income securities; valuation of equity securities; and topics in portfolio management. Prerequisite: BUS 315, 316, **360W**; 60 units. Students who have taken BUS 492 under the topic Security Analysis may not take BUS 417 for further credit.

**BUS 418-3 International Financial Management**

An introduction to international financial markets and institutions and to the management of assets and liabilities in an international/multinational setting.

Topics to be covered include: exchange rate determination and management of foreign exchange risk; interest rate swaps; international portfolio management; comparative markets; and country risk. Prerequisites: BUS 315, 316, **360W**; 60 units.

**BUS 419-3 Advanced Derivative Securities**

This is a second course in derivative securities. Topics may include: extensions of the Black-Scholes model, pricing of American options, interest rate derivatives, complex derivatives and real options. Prerequisite: BUS 315, 316, **360W**; 60 units. Students who have taken BUS 493 under the topic Advanced Derivative Securities may not take BUS 419 for further credit.

**BUS 420-3 Advanced Accounting**

In-depth coverage of advanced accounting topics, specifically issues relating to business combinations and foreign currency. Consideration is also given to the interpretation and analysis of financial statements. Prerequisites: BUS 321, **360W**; 60 units.

**BUS 421-3 Accounting Theory**

Consideration of methods by which accounting theory is developed and examination of specific models including historical costs, replacement costs, resale price and price level adjustment models. Prerequisite: BUS 207, 321, and BUS **360W**, ECON 201 or ECON 301; 60 units.

**BUS 424-3 Advanced Managerial Accounting**

Process costing; joint and by-product costing; inventory planning and control; cost accounting and statistical methods, relationship to operations research. Prerequisites: BUS 322 or 319, 336, **360W**; 60 units.

**BUS 426-3 Auditing and Assurance: Concepts and Methods**

A study of the conceptual foundations and the nature and purpose of the external audit function. The course will also discuss some of the more recent developments in auditing such as comprehensive auditing, computer

auditing. Prerequisite: BUS 321, 360 and 60 units.

**BUS 427-3 Financial Statement Analysis**

Financial statement analysis using financial information as part of the decision making process. The focus will be on the use of financial information to assess and value equity securities. Prerequisite: BUS 321, 312, 360; 60 units.

**BUS 430-3 Cross-Cultural Management**

Examines the major similarities and differences in management systems and practices in a variety of countries, including western Europe, East Asia, Middle East, and Latin America. Topics include the following: comparative management frameworks, managing cultural differences, cross-cultural business negotiations, and international human resource management. Prerequisite: BUS 272, BUS 360, 60 units. Recommended: BUS 346. Students with credit for BUS 380 may not complete BUS 430 for further credit

**BUS 431-3 Business with East Asian Countries**

This course examines the opportunities and challenges of doing business with the Pacific Rim countries such as China, Japan and Korea. Topics include the following: the political and economic systems as they affect foreign investment; social and cultural systems as they affect management practices; the conduct of business negotiations for market entry; and marketing strategies. Prerequisite: BUS 346, 360, and one of BUS 430 or 432; 60 units.

**BUS 432-3 International Human Resource Management**

Significance of multinational complexity and diversity (cultural, economic, demographic, etc.) to the human resource function. Interplay among human resource functions (employee procurement, allocation, utilization), types of employees, and countries of operation. Prerequisite: BUS 360 and one of BUS 381 or 374; 60 units. Recommended: BUS 346.

**BUS 434-3 Foreign Market Entry**

Examines various topics related to a firm's entry into international markets and the means of sustaining a formidable presence vis-a-vis competitors in foreign markets. Begins with an overview of the historical evolution of the globalization process, the internationalization process of individual firms, challenges that internationalizing firms face in terms of differences in culture and political risk among various host markets entered, and models of multinational companies, and then builds on this background in

auditing, and the use of statistical methodology in auditing. Prerequisite: BUS 321, **360W** and 60 units.

**BUS 427-3 Financial Statement Analysis**

Financial statement analysis using financial information as part of the decision making process. The focus will be on the use of financial information to assess and value equity securities. Prerequisite: BUS 321, 312, **360W**; 60 units.

**BUS 430-3 Cross-Cultural Management**

Examines the major similarities and differences in management systems and practices in a variety of countries, including western Europe, East Asia, Middle East, and Latin America. Topics include the following: comparative management frameworks, managing cultural differences, cross-cultural business negotiations, and international human resource management. Prerequisite: BUS 272, **360W**; 60 units. Recommended: BUS 346. Students with credit for BUS 380 may not complete BUS 430 for further credit

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Significance of multinational complexity and diversity (cultural, economic, demographic, etc.) to the human resource function. Interplay among human resource functions (employee procurement, allocation, utilization), types of employees, and countries of operation. Prerequisite: BUS **360W** and one of BUS 381 or 374; 60 units. Recommended: BUS 346.

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providing an overview and in-depth coverage of important entry modes such as licensing/franchising, JVs/alliances, acquisitions/mergers with specific focus on managing these modes of entry in an international setting. Prerequisite: BUS 346 and 360; 60 units. Students who have taken BUS 492 (Topic: Foreign Market Entry) may not take this course for further credit.

**BUS 435-3 Management of International Firms**

Strategic requirements for the management of multinational corporations. Firm-specific and institutional challenges facing global managers in formulating and implementing profitable strategies. Prerequisite: BUS 346, 360 and one of BUS 430 or 432; 60 units.

**BUS 437-3 Decision Analysis in Business**

A seminar in the use of Bayesian techniques in business decisions. Prerequisite: BUS 336, 360; 60 units.

**BUS 440-4 Simulation in Management Decision-making**

Development and use of simulation models as an aid in making complex management decisions. Hands on use of business related tools for computer simulation. Issues related to design and validation of simulation models, the assessment of input data, and the interpretation and use of simulation output. Prerequisite: BUS 336, 360; 60 units.

**BUS 443-3 New Product Development and Design**

Understand how to develop and launch new products that will be successful with customers. Students will learn to: identify product/service opportunities; generate and evaluate concepts; develop concepts into products; launch new products. Prerequisite: 60 units; BUS 360, 343.

**BUS 444-3 Business to Business Marketing**

This course deals with the marketing of products and services to industrial and other non-consumer sector buyers. The student will be expected to apply previously acquired marketing skills to purchasing situations which arise between organizations. Due to the nature of manufacturing activity in this province, industrial marketing will be approached from a resource industry based standpoint where discussions permit. Prerequisite: BUS 343, 360; 60 units; students with credit for BUS 344 may not complete BUS 444 for further credit.

**BUS 445-3 Customer Analytics**

Exposes students to the art of using analytic tools from

companies, and then builds on this background in providing an overview and in-depth coverage of important entry modes such as licensing/franchising, JVs/alliances, acquisitions/mergers with specific focus on managing these modes of entry in an international setting. Prerequisite: BUS 346 and **360W**; 60 units. Students who have taken BUS 492 (Topic: Foreign Market Entry) may not take this course for further credit.

**BUS 435-3 Management of International Firms**

Strategic requirements for the management of multinational corporations. Firm-specific and institutional challenges facing global managers in formulating and implementing profitable strategies. Prerequisite: BUS 346, **360W** and one of BUS 430 or 432; 60 units.

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**BUS 445-3 Customer Analytics**



across the spectrum of data mining and modeling to provide powerful competitive advantage in business. Students will learn to recognize when a method should or should not be used, what data is required, and how to use the software tools. Areas covered include database marketing, geospatial marketing and fundamental strategic and tactical decisions such as segmentation, targeting and allocating resources to the marketing mix. Prerequisite: BUS 343, 336, 360; 60 units.

**BUS 446-4 Marketing Strategy**

Marketing strategy focuses on the analysis of market problems and opportunities and the development of appropriate strategies. Topics include: analytical techniques, strategic planning methods and managerial problems of planning. Case analysis and problem solving will be the major orientation of the course. Prerequisite: BUS 312, 347, 360; 60 units.

**BUS 447-3 Global Marketing Management**

The marketing of goods and services in an international context, with emphasis on Pacific Rim countries. Theoretical concepts, environmental influences. Researching and forecasting international markets. The management of international marketing. Prerequisite: BUS 343, 360; 60 units. Recommended: BUS 346.

**BUS 448-4 Integrated Marketing Communications**

An integrative approach to the study of promotion including advertising publicity, personal selling and sales promotion; evaluation of the role promotion has in marketing and the economy; formulation and analysis of promotional goals, planning, organizing and controlling; utilization of market research studies; forecasting, budgeting, media selection; promotion institutions. Prerequisite: BUS 347, 360; 60 units.

**BUS 449-3 Ethical Issues in Marketing**

A critical examination of topics such as consumerism, marketing ethics, and social responsibility, efficiency of marketing or ecological marketing. The particular emphasis may vary depending on the interests of the class and instructor. Prerequisite: BUS 343, 360; 60 units.

**BUS 450-3 Emerging Technologies for Business**

Develops abilities to monitor social, cultural, commercial, political and technical developments to forecast and assess emerging technologies. Forecasting methods including expert opinion, trend analysis and scenario construction will be discussed. Selected emerging technologies will be examined through invited

Exposes students to the art of using analytic tools from across the spectrum of data mining and modeling to provide powerful competitive advantage in business. Students will learn to recognize when a method should or should not be used, what data is required, and how to use the software tools. Areas covered include database marketing, geospatial marketing and fundamental strategic and tactical decisions such as segmentation, targeting and allocating resources to the marketing mix. Prerequisite: BUS 343, 336, **360W**; 60 units.

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Marketing strategy focuses on the analysis of market problems and opportunities and the development of appropriate strategies. Topics include: analytical techniques, strategic planning methods and managerial problems of planning. Case analysis and problem solving will be the major orientation of the course. Prerequisite: BUS 312, 347, **360W**; 60 units.

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The marketing of goods and services in an international context, with emphasis on Pacific Rim countries. Theoretical concepts, environmental influences. Researching and forecasting international markets. The management of international marketing. Prerequisite: BUS 343, **360W**; 60 units. Recommended: BUS 346.

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**BUS 450-3 Emerging Technologies for Business**

Develops abilities to monitor social, cultural, commercial, political and technical developments to forecast and assess emerging technologies. Forecasting methods including expert opinion, trend analysis and scenario construction will be discussed. Selected

speakers and videos. Prerequisite: 60 units, BUS 360.

**BUS 452-3 Strategic Management of Innovation**

Through readings, cases and lectures, students learn to develop and implement strategy within the context of high technology businesses and other organizations in which innovation and commercialization of intangible assets is of profound importance. Well suited for students interested in working as consultants or analysts. Prerequisite: 60 units, BUS 338, 360. Students with credit for BUS 492-3 when offered as Strategic Management of Innovation may not complete this course for further credit.

**BUS 453-3 Sustainable Innovation**

Challenges associated with continuing innovation are examined and students work to generate innovative solutions by challenging existing economic models. Students learn about sustainable opportunity, recognition, and screening, and understand how great ideas to 'save the plant' can get off the ground. Prerequisite: 60 units, BUS 360. Students with credit for BUS 494 when offered as Sustainable Innovation may not complete this course for further credit.

**BUS 456-4 Honors Seminar I**

One of a cohort of three courses presented at the Segal Graduate School of Business for senior students enrolled in the undergraduate program in Business Administration. This course is part of a 12 unit seminar program fulfilling the requirements of the honors portion of the degree requirements. Each full-time one term program emphasizes current issues in business and society, industry interaction, and dialogue and discussion as conduits for student centred learning. Prerequisite: 105 units, 3.5 CGPA, or permission of the faculty. Corequisite: BUS 457, 458.

**BUS 457-4 Honors Seminar II**

One of a cohort of three courses presented at the Segal Graduate School of Business for senior students enrolled in the undergraduate program in Business Administration. This course is part of a 12 unit seminar program fulfilling the requirements of the honors portion of the degree requirements. Each full-time one term program emphasizes current issues in business and society, industry interaction, and dialogue and discussion as conduits for student centred learning. Prerequisite: 105 units, 3.5 CGPA, or permission of the faculty. Corequisite: BUS 456, 458.

**BUS 458-4 Honors Seminar III**

emerging technologies will be examined through invited speakers and videos. Prerequisite: BUS **360W**; 60 units.

**BUS 452-3 Strategic Management of Innovation**

Through readings, cases and lectures, students learn to develop and implement strategy within the context of high technology businesses and other organizations in which innovation and commercialization of intangible assets is of profound importance. Well suited for students interested in working as consultants or analysts. Prerequisite: BUS 338, **360W**; 60 units. Students with credit for BUS 492-3 when offered as Strategic Management of Innovation may not complete this course for further credit.

**BUS 453-3 Sustainable Innovation**

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**BUS 457-4 Honors Seminar II**

One of a cohort of three courses presented at the Segal Graduate School of Business for senior students enrolled in the undergraduate program in Business Administration. This course is part of a 12 unit seminar program fulfilling the requirements of the honors portion of the degree requirements. Each full-time one term program emphasizes current issues in business and society, industry interaction, and dialogue and discussion as conduits for student centred learning. Prerequisite: *BUS 360W*; 105 units, 3.5 CGPA, or permission of the faculty. Corequisite: BUS 456, 458.

**BUS 458-4 Honors Seminar III**

One of a cohort of three courses presented at the Segal Graduate School of Business for senior students enrolled in the undergraduate program in Business Administration. This course is part of a 12 unit seminar program fulfilling the requirements of the honors portion of the degree requirements. Each full-time one term program emphasizes current issues in business and society, industry interaction, and dialogue and discussion as conduits for student centred learning. Prerequisite: 105 units, 3.5 CGPA, or permission of the faculty. Corequisite: BUS 456, 457.

**BUS 459-3 Services Marketing**

Increases students' sensitivity to the marketing concepts previously studied as applied to service industries, and familiarizes students with the management problems of service marketing managers. Prerequisite: 60 units; BUS 343, 347 and 360. Students who have taken BUS 490-495 under the same topic may not take this course for further credit.

**BUS 462-3 Business Intelligence**

Utilizes technology to support analysis and decision making abilities by identifying, analyzing and effectively reporting important business information. Concepts of data warehousing, data mining and visualizing data are introduced. A variety of software applications are used to demonstrate tools and techniques that support analysis and decision making for managers. Prerequisite: BUS 336, 360; 60 units. Corequisite: BUS 336 can be taken concurrently.

**BUS 464-3 Data Management and IS Audit**

Focuses on the use of integrated database management systems in organizations and their application to IS audit and security. Students analyze data models and create business reports based on SQL. SQL queries are designed for audit and information security purposes. The CoBIT framework is used to understand foundations of IS audit. Prerequisite: BUS 360, 362 (or CMPT 370), 60 units.

**BUS 466-3 Web-Enabled Business**

Explores strategic issues and technologies in contemporary web-based business, from the evolution of business applications on the Internet through to contemporary Open Source and Web 2.0 applications. In depth exploration of new technology and business applications related to these technologies. Prerequisite: BUS 237, 360; 60 units.

**BUS 467-3 Social Perspectives on Information Systems**

The course uses critical theory to look beyond the

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**BUS 459-3 Services Marketing**

Increases students' sensitivity to the marketing concepts previously studied as applied to service industries, and familiarizes students with the management problems of service marketing managers. Prerequisite: BUS 343, 347 and **360W**; 60 units. Students who have taken BUS 490-495 under the same topic may not take this course for further credit.

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**BUS 467-3 Social Perspectives on Information Systems**

The course uses critical theory to look beyond the

normative and prescriptive industrial view of information systems as purely effective and efficiency seeking and engages the often latent and complex hegemonic interactions between technology and society. Prerequisite: BUS 360; 60 units. Students who have taken BUS 458 may not take this course for further credit

**BUS 468-3 Managing Information Technology for Business Value**

Focuses both on current issues (e.g. build/buy, outsourcing, alignment) and emerging issues (e.g. social networking, utility computing, knowledge management and privacy) in obtaining value from information technology. Prerequisite: BUS 237, 360; 90 units. Recommended: BUS 362.

**BUS 472-3 Seminar in Organizational Behavior**

Advanced topics in organizational behavior. Specific emphasis may vary depending on special interest of faculty. However, general content will extend basic theories and problem descriptions covered in BUS 272 and 374 and will include advanced organizational theory and special topics in personnel. Prerequisite: BUS 272 (or 372) or 374; 360; 60 units.

**BUS 473-4 Operations Management**

The management of operating systems including allocation and scheduling of resources; control of costs, inventories, quality, and manpower; design of operating systems including location, layout and manpower; establishment of work methods and standards. Prerequisite: BUS 336, 360; 60 units.

**BUS 474-3 Supply Chain Management**

Exploration of the entire network of companies that work to design, produce, distribute, service and recycle their goods and services to customers. Efficient flow of information, material and finances along the entire chain allows firms to collaborate in a manner that benefits both corporations and customers. Analysis of the broader supply chain enables improvements in procurement, customer response time, risk sharing, on-time delivery, inventory levels, and transportation and global logistics. Prerequisite: 60 units; BUS 360 and 336. Students who have taken BUS 490-495 under this topic may not take this course for further credit.

**BUS 477-4 New Venture Planning**

Emphasis will vary but may include in any given term consideration of small business in the Canadian economy, career comparisons in small and large businesses, evaluation of new ventures, organization,

normative and prescriptive industrial view of information systems as purely effective and efficiency seeking and engages the often latent and complex hegemonic interactions between technology and society. Prerequisite: BUS **360W**; 60 units. Students who have taken BUS 458 may not take this course for further credit

**BUS 468-3 Managing Information Technology for Business Value**

Focuses both on current issues (e.g. build/buy, outsourcing, alignment) and emerging issues (e.g. social networking, utility computing, knowledge management and privacy) in obtaining value from information technology. Prerequisite: BUS 237, **360W**; 90 units. Recommended: BUS 362.

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**BUS 473-4 Operations Management**

The management of operating systems including allocation and scheduling of resources; control of costs, inventories, quality, and manpower; design of operating systems including location, layout and manpower; establishment of work methods and standards. Prerequisite: BUS 336, **360W**; 60 units.

**BUS 474-3 Supply Chain Management**

Exploration of the entire network of companies that work to design, produce, distribute, service and recycle their goods and services to customers. Efficient flow of information, material and finances along the entire chain allows firms to collaborate in a manner that benefits both corporations and customers. Analysis of the broader supply chain enables improvements in procurement, customer response time, risk sharing, on-time delivery, inventory levels, and transportation and global logistics. Prerequisite: BUS **360W** and 336; *60 units*. Students who have taken BUS 490-495 under this topic may not take this course for further credit.

**BUS 477-4 New Venture Planning**

Emphasis will vary but may include in any given term consideration of small business in the Canadian economy, career comparisons in small and large businesses, evaluation of new ventures, organization,

capitalization, planning, marketing and financial management. Prerequisite: BUS 312, 343, 360; 90 units.

**BUS 478-3 Strategy**

Integration of the various areas of business for the purpose of analysing and recommending strategies for planning and decision-making within the firm and a defined environment. Prerequisite: BUS 207 (or ECON 201 or ECON 301), BUS 312, 343, 360W and either BUS 374 or 381; 90 units.

**BUS 480-3 Negotiation/Conflict Resolution for Integrated Studies Programs**

Overall, the course will be a combination of theory, discussion, instructor demonstration, skill practice in large and small groups and small group practice of the four-stage negotiation/conflict resolution model/process. The students in this course will learn about and be able to discuss interest-based negotiation and conflict resolution theory, strategize and plan for various negotiations and conflict situations and be able to put into practice a practical, efficient and productive process for negotiating agreements and resolving conflict. Prerequisite: BUS 360; 60 units. This course is only open for credit to students in the Integrated Studies Program within the bachelor of general studies degree.

**BUS 481-3 Recruitment and Selection**

Design and administration of recruiting and selections mechanisms. Analysis of procedures and skills that are used to translate strategic objectives into staffing decisions. How these mechanisms are affected by internal and external factors such as person-organization fit, labor markets, government legislation and technology. Prerequisite: BUS 381 and 360; 60 units.

**BUS 482-3 Performance Management**

The design and implementation of performance management systems. How these systems articulate organizational mission, strategy and goals, provide organizational and individual standards, and integrate systems and procedures within the context of organizational culture and practices. Prerequisite: 60 units; BUS 272, 381 and 360.

**BUS 484-3 Employment Systems**

Examination of the day-to-day administration of various employment systems in both unionized and non-unionized settings. Employment systems have implications for how conflicts between employee and employer interests are resolved, for the attainment of due process in the workplace, and for the flexibility and

capitalization, planning, marketing and financial management. Prerequisite: BUS 312, 343, **360W**; 90 units.

**BUS 478-3 Strategy**

Integration of the various areas of business for the purpose of **analyzing** and recommending strategies for planning and decision-making within the firm and a defined environment. Prerequisite: BUS 207 (or ECON 201 or ECON 301), BUS 312, 343, 360W and either BUS 374 or 381; 90 units.

**BUS 480-3 Negotiation/Conflict Resolution for Integrated Studies Programs**

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**BUS 481-3 Recruitment and Selection**

Design and administration of recruiting and selections mechanisms. Analysis of procedures and skills that are used to translate strategic objectives into staffing decisions. How these mechanisms are affected by internal and external factors such as person-organization fit, labor markets, government legislation and technology. Prerequisite: BUS 381 and **360W**; 60 units.

**BUS 482-3 Performance Management**

The design and implementation of performance management systems. How these systems articulate organizational mission, strategy and goals, provide organizational and individual standards, and integrate systems and procedures within the context of organizational culture and practices. Prerequisite: 60 units; BUS 272, 381 and **360W**.

**BUS 484-3 Employment Systems**

Examination of the day-to-day administration of various employment systems in both unionized and non-unionized settings. Employment systems have implications for how conflicts between employee and

efficiency of work organization. Characteristics and outcomes of various employment systems will be examined. Prerequisite: 60 units; BUS 381 and 360.

**BUS 485-3 Negotiations and Conflict Management**

Negotiation is the art and science of securing agreements between two or more parties that are interdependent and who are seeking to maximize their outcomes. The purpose of this course is to understand the theory and processes of negotiation as it is practiced in a variety of settings. The course will allow participants the opportunity to develop these skills experientially and to understand negotiation in useful analytical frameworks. Prerequisite: 60 units; BUS 272, 360, and either 374 or 381. Students with credit for BUEC 485 may not take BUS 485 for further credit.

**BUS 486-3 Leadership**

Addresses theoretical foundation and research associated with leadership, including a critical assessment of what leaders do. Issues such as gender and leadership, leadership ethics, and culture and leadership will be examined. Prerequisite: 60 units; BUS 272, 360, and either 374 or 381. Students who have taken BUS 490-495 under this topic may not take this course for further credit.

**BUS 487-3 Organizational Development and Change Management**

Theories and methods of planned change in organizations with an emphasis on the psychological, cultural and structural issues of implementing change. Prerequisite: BUS 360, 60 units, BUS 374 or 381.

**BUS 488-3 Group Dynamics and Teamwork**

Interpersonal and group behavior in organizational contexts, including group development, team building, interpersonal communications, interpersonal conflict, group problem-solving and decision-making. Prerequisite: BUS 360, 60 units, BUS 374 or 381.

**BUS 489-3 Management Practices for Sustainability**

Businesses are realigning and in some cases, reinventing their organizations toward more sustainable business models. Management systems and initiatives will be examined that enable organizations to reduce their firms' negative environmental and social impacts while, in many cases, increasing profits and competitive advantage. Prerequisite: BUS 360 and 374; 60 units. Students who have taken BUS 457 cannot take this course for further credit

employer interests are resolved, for the attainment of due process in the workplace, and for the flexibility and efficiency of work organization. Characteristics and outcomes of various employment systems will be examined. Prerequisite: BUS 381 and **360W**; 60 units.

**BUS 485-3 Negotiations and Conflict Management**

Negotiation is the art and science of securing agreements between two or more parties that are interdependent and who are seeking to maximize their outcomes. The purpose of this course is to understand the theory and processes of negotiation as it is practiced in a variety of settings. The course will allow participants the opportunity to develop these skills experientially and to understand negotiation in useful analytical frameworks. Prerequisite: BUS 272, **360W**, and either 374 or 381; 60 units. Students with credit for BUEC 485 may not take BUS 485 for further credit.

**BUS 486-3 Leadership**

Addresses theoretical foundation and research associated with leadership, including a critical assessment of what leaders do. Issues such as gender and leadership, leadership ethics, and culture and leadership will be examined. Prerequisite: BUS 272, **360W**, and either 374 or 381; 60 units. Students who have taken BUS 490-495 under this topic may not take this course for further credit.

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Theories and methods of planned change in organizations with an emphasis on the psychological, cultural and structural issues of implementing change. Prerequisite: *BUS 360W, BUS 374 or 381; 60 units.*

**BUS 488-3 Group Dynamics and Teamwork**

Interpersonal and group behavior in organizational contexts, including group development, team building, interpersonal communications, interpersonal conflict, group problem-solving and decision-making. Prerequisite: *BUS 360W, BUS 374 or 381; 60 units.*

**BUS 489-3 Management Practices for Sustainability**

Businesses are realigning and in some cases, reinventing their organizations toward more sustainable business models. Management systems and initiatives will be examined that enable organizations to reduce their firms' negative environmental and social impacts while, in many cases, increasing profits and competitive advantage. Prerequisite: BUS **360W** and 374; 60 units. Students who have taken BUS 457 cannot take this course for further credit

**BUS 492-3 Selected Topics in Business Administration**

The subject matter will vary from term to term depending upon the interests of faculty and students. Prerequisite: as stated by the faculty at the time of offering; 60 units.

**BUS 493-3 Selected Topics in Business Administration**

The subject matter will vary from term to term depending upon the interests of faculty and students. Prerequisite: as stated by the faculty at the time of offering; 60 units.

**BUS 494-3 Selected Topics in Business Administration**

The subject matter will vary from term to term depending upon the interests of faculty and students. Prerequisite: as stated by the faculty at the time of offering; 60 units.

**BUS 495-3 Selected Topics in Business Administration**

The subject matter will vary from term to term depending upon the interests of faculty and students. Prerequisite: as stated by the faculty at the time of offering; 60 units.

**BUS 496-5 Selected Topics in Business Administration**

The subject matter will vary from term to term depending upon the interests of faculty and students. Prerequisite: as stated by the faculty at the time of offering; 60 units.

**BUS 498-3 Directed Studies**

Independent reading and research on topics selected in consultation with the supervising instructor. Prerequisite: permission of the faculty; 60 units.

**BUS 499-5 Directed Studies**

An intensive and independent reading and research course on topics selected in consultation with the supervising instructor, and approved by the dean of the faculty. Prerequisite: permission of the faculty; 60 units.

**BUS 492-3 Selected Topics in Business Administration**

The subject matter will vary from term to term depending upon the interests of faculty and students. Prerequisite: as stated by the faculty at the time of offering and BUS 360W; 60 units.

**BUS 493-3 Selected Topics in Business Administration**

The subject matter will vary from term to term depending upon the interests of faculty and students. Prerequisite: as stated by the faculty at the time of offering and BUS 360W; 60 units.

**BUS 494-3 Selected Topics in Business Administration**

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**BUS 495-3 Selected Topics in Business Administration**

The subject matter will vary from term to term depending upon the interests of faculty and students. Prerequisite: as stated by the faculty at the time of offering and BUS 360W; 60 units.

**BUS 496-5 Selected Topics in Business Administration**

The subject matter will vary from term to term depending upon the interests of faculty and students. Prerequisite: as stated by the faculty at the time of offering and BUS 360W; 60 units.

**BUS 498-3 Directed Studies**

Independent reading and research on topics selected in consultation with the supervising instructor. Prerequisite: permission of the faculty and BUS 360W; 60 units.

**BUS 499-5 Directed Studies**

An intensive and independent reading and research course on topics selected in consultation with the supervising instructor, and approved by the dean of the faculty. Prerequisite: permission of the faculty and BUS 360W; 60 units.

**Calendar Change, Undergraduate Department, Beedie School of Business**

**Effective:** Fall 2013 Calendar

**Summary of Changes:**

- Updates to the description joint major
- Addition of Business admission requirements
- Revision of Psychology admission, lower division, and upper division requirements

**Rationale:**

Revisions to the Business and Psychology Joint Major program aim to enhance the accessibility of the program to students across both disciplines, as the completion of certain required courses, such as BUS 207, were found to be onerous on those students completing the program.

**The following program will be affected by these changes:**

Note: Revised content appears in *italics*.

<b>From:</b>	<b>To:</b>
<p><b>Business and Psychology Joint Major Program</b></p> <p><i>Beedie School of Business   Department of Psychology   Faculty of Arts and Social Sciences@Simon Fraser University Calendar 2012 Fall</i></p> <p>Students must qualify for, and receive admission to the program, must remain qualified for continuance in the Beedie School of Business, and must be accepted as a joint major in the Department of Psychology.</p> <p>Students may opt for a degree from either the Faculty of Arts and Social Sciences, or from the Beedie School of Business. Faculty requirements will be governed by the faculty from which the student chooses to complete a degree.</p> <p><b>Grade Requirements</b></p> <p>In addition to normal university grade point average requirements, the Beedie School of Business requires a minimum 2.40 cumulative grade point average (CGPA) for entry into all 300</p>	<p><b>Business and Psychology Joint Major Program</b></p> <p><i>Beedie School of Business   Department of Psychology   Faculty of Arts and Social Sciences Simon Fraser University Calendar 2013 Fall</i></p> <p>Students must qualify for, and receive admission to the program, must remain qualified for continuance in the Beedie School of Business, and must be accepted as a joint major in the Department of Psychology.</p> <p>Students may opt for a degree from either the Faculty of Arts and Social Sciences, or from the Beedie School of Business. Faculty requirements will be governed by the faculty from which the student chooses to complete a degree.</p> <p><b>Grade Requirements</b></p> <p>In addition to normal university grade point average requirements, the Beedie School of Business requires a minimum 2.40 cumulative grade point average (CGPA) for entry into all 300</p>



and 400 division business courses.

Regarding business requirements, for a course to be accepted as fulfilling a prerequisite, or for a lower division requirement, or for a core course to be accepted in a student's program in business, a student must have obtained a minimum grade of C- (C minus).

#### **Course Limit**

For those pursuing the BBA credential, students with fewer than 60 units may enrol in a maximum of 16 units per term. Those with 60 or more may enrol in a maximum of 18 units.

#### **Letters of Permission**

The Beedie School of Business and the Faculty of Arts and Social Sciences do not normally approve letters of permission for students already enrolled at Simon Fraser University.

#### **Admission**

and 400 division business courses.

Regarding business requirements, for a course to be accepted as fulfilling a prerequisite, or for a lower division requirement, or for a core course to be accepted in a student's program in *business*, a student must have obtained a minimum grade of C- (C minus).

#### **Course Limit**

For those pursuing the BBA credential, students with fewer than 60 units may enrol in a maximum of 16 units per term. Those with 60 or more may enrol in a maximum of 18 units.

#### **Letters of Permission**

The Beedie School of Business and the Faculty of Arts and Social Sciences do not normally approve letters of permission for students already enrolled at Simon Fraser University.

#### **Admission**

##### ***Admission Requirements - Beedie School of Business***

##### ***Criteria***

*For admission to the Beedie School of Business, students will be selected competitively from one of the following two streams. To be considered for admission to the faculty, students in categories 3 and 4 must have completed each lower division required course with a minimum C- grade.*

##### ***Category 3 – all courses at Simon Fraser University***

*A portion of the annual admission will be selected from students who have completed all of their courses at Simon Fraser University including the lower division requirement courses (except BUS 254 which may be completed after faculty admission). Students will be selected competitively based on the grades achieved in the eight lower*

division required courses,\*\* with a maximum of two repeated courses on those eight lower division courses. Note that a minimum Simon Fraser University cumulative grade point average (CGPA) of 2.40 is required.

**Category 4 – some Simon Fraser University and other post-secondary courses**

A portion of the annual admission will be selected from students who have completed some courses at Simon Fraser University and some at other post-secondary institutions including the lower division requirement courses (except BUS 254 which may be completed after faculty admission). Students will be selected competitively based on the grades achieved in the eight lower division required courses earned at Simon Fraser University and other institutions,\*\* with a maximum of two repeated courses on those eight lower division courses. Note that a minimum Simon Fraser University cumulative grade point average (CGPA) of 2.40 is required.

\*\*nine lower division courses are as follows:

- BUEC 232-4 Data and Decisions I
- BUS 237-3 Information Systems in Business
- BUS 251-3 Financial Accounting 1
- BUS 272-3 Behaviour in Organizations
- ECON 103-4 Principles of Microeconomics
- ECON 105-4 Principles of Macroeconomics

and one of

- MATH 150-4 Calculus 1 with Review
- MATH 151-3 Calculus 1
- MATH 157-3 Calculus for the Social Sciences 1

and two of

- ENGL 101-3 Introduction to Fiction
- ENGL 102-3 Introduction to Poetry
- ENGL 103-3 Introduction to Drama
- ENGL 104-3 Introduction to Prose Genres
- ENGL 105-3 Introduction to Issues in

To be admitted to this program, students must complete

- PSYC 100 Introduction to Psychology I (3)
- PSYC 102 Introduction to Psychology II (3) and must obtain a final course grade of C (2.0) or better in each of the following courses
- PSYC 201W Introduction to Research Methods in Psychology (4)
- PSYC 210 Introduction to Data Analysis in Psychology (4)

#### *Literature and Culture*

- ENGL 199-3 Introduction to Issues in Literature and Culture
- PHIL 001-3 Critical Thinking
- PHIL 100-3 Knowledge and Reality
- PHIL 120-3 Introduction to Moral Philosophy
- WL 101W-3 Writing About Literature
- WL 103W-3 Pre-Modern World Literature
- WL 104W-3 Modern World Literature

#### **Application Procedures**

*Category 3 or 4 applicants should apply to the faculty after completing the 30th unit. Students should apply during the term in which the lower division requirements (except BUS 254) are completed. Students not accepted upon initial application may reapply. Unsuccessful applicants may appeal through the faculty admissions appeals committee.*

#### **Application Deadlines**

Visit <http://beedie.sfu.ca/bba/apply> for application deadlines.

#### **Admission Requirements – Psychology**

*To be admitted to the Psychology portion of the Joint Major, students must complete*

- PSYC 100-3 Introduction to Psychology I
- PSYC 102-3 Introduction to Psychology II
- PSYC 201W-4 Introduction to Research Methods in Psychology with a grade of C or better

*and complete*

- PSYC 210-4 Introduction to Data Analysis in Psychology with a grade of C or better, or
- BUEC 232-4 Data and Decisions I with a grade of C- or better

#### **Course Selection**

**Course Selection**

Students should complete PSYC 100, 102 and 201 as soon as possible to gain better access to upper division PSYC courses. Students who plan to major in psychology should also complete PSYC 210 as soon as possible.

The department strongly recommends that students do not leave any of these required courses to the end of their degree. If a student is unable to obtain the required grade in these courses, he or she will not be able to graduate with a major in psychology.

To enrol in psychology courses, students are required to meet the prerequisites or special instructions that may be stipulated for each. The listed prerequisites indicate the minimal background expected by instructors.

The department reserves one hundred per cent of all 300 and 400 division PSYC courses for approved psychology major, minor or honours students. Those who are not approved cannot enrol in these upper division courses until the open enrolment date.

**Program Requirements**

Students complete a minimum of 120 units, as specified below.

With advance permission of the Beedie School of Business, students may substitute the combination of PSYC 210 and 301 for the combination BUEC 232 and BUS 336, as follows.

- Students complete either both of
- BUEC 232 Data and Decisions I (4)
  - BUS 336 Data and Decisions II (4)
- or both of
- PSYC 210 Introduction to Data Analysis in Psychology (4)
  - PSYC 301 Intermediate Research Methods and

Students should complete PSYC 100, 102 and 201 as soon as possible to gain better access to upper division PSYC courses. *Students who have completed BUEC 232 and BUS 336 with grades of C- or better are eligible for a waiver of PSYC 210.*

The department strongly recommends that students do not leave any of these required courses to the end of their degree. If a student is unable to obtain the required grade in these courses, he or she will not be able to graduate with a major in psychology.

To enrol in psychology courses, students are required to meet the prerequisites or special instructions that may be stipulated for each. The listed prerequisites indicate the minimal background expected by instructors.

The department reserves one hundred per cent of all 300 and 400 division PSYC courses for approved psychology major, minor or honours students. Those who are not approved cannot enrol in these upper division courses until the open enrolment date.

**Program Requirements**

Students complete a minimum of 120 units, as specified below.

<p>Data Analysis (4)</p> <p><b>Business Requirements</b></p> <p><b>Lower Division Requirements</b> Students complete all of</p> <ul style="list-style-type: none"> <li>• BUS 237 Information Systems in Business (3)</li> <li>• BUS 251 Financial Accounting I (3)</li> <li>• BUS 254 Managerial Accounting I * (3)</li> <li>• BUS 272 Behavior in Organizations (3)</li> <li>• ECON 103 Principles of Microeconomics (4)</li> <li>• ECON 105 Principles of Macroeconomics (4)</li> </ul> <p>and one of</p> <ul style="list-style-type: none"> <li>• BUEC 232 Data and Decisions I (4)</li> <li>• STAT 270 Introduction to Probability and Statistics (3)</li> </ul> <p>and one of</p> <ul style="list-style-type: none"> <li>• BUS 207 Managerial Economics * (3)</li> <li>• ECON 201 Microeconomic Theory I: Competitive Behavior (4)</li> <li>• ECON 301 Microeconomic Theory I: Competitive Behavior (4)</li> </ul> <p>and one of</p> <ul style="list-style-type: none"> <li>• MATH 150 Calculus I with Review (4)</li> <li>• MATH 151 Calculus I (3)</li> <li>• MATH 154 Calculus I for the Biological Sciences (3)</li> <li>• MATH 157 Calculus I for the Social Sciences (3)</li> </ul> <p>and two of</p> <ul style="list-style-type: none"> <li>• ENGL 101W Introduction to Fiction (3)</li> <li>• ENGL 102W Introduction to Poetry (3)</li> <li>• ENGL 103W Introduction to Drama (3)</li> <li>• ENGL 104W Introduction to Prose Genres (3)</li> <li>• ENGL 105W Introduction to Issues in Literature and Culture (3)</li> <li>• ENGL 199W Introduction to University Writing (3)</li> <li>• PHIL XX1 Critical Thinking (3)</li> <li>• PHIL 100W Knowledge and Reality (3)</li> <li>• PHIL 120W Introduction to Moral Philosophy (3)</li> <li>• WL 101W Writing About Literature (3)</li> <li>• WL 103W Pre-Modern World Literature (3)</li> </ul>	<p><b>Business Requirements</b></p> <p><b>Lower Division Requirements</b> Students complete all of</p> <ul style="list-style-type: none"> <li>• BUS 237-3 Information Systems in Business</li> <li>• BUS 251-3 Financial Accounting I</li> <li>• BUS 254-3 Managerial Accounting I *</li> <li>• BUS 272-3 Behavior in Organizations</li> <li>• ECON 103-4 Principles of Microeconomics</li> <li>• ECON 105-4 Principles of Macroeconomics</li> </ul> <p>and one of</p> <ul style="list-style-type: none"> <li>• BUEC 232-4 Data and Decisions I</li> </ul> <p>and one of</p> <ul style="list-style-type: none"> <li>• MATH 150-4 Calculus I with Review</li> <li>• MATH 151-3 Calculus I</li> <li>• MATH 154-3 Calculus I for the Biological Sciences</li> <li>• MATH 157-3 Calculus for the Social Sciences I</li> </ul> <p>and two of</p> <ul style="list-style-type: none"> <li>• ENGL 101W-3 Introduction to Fiction</li> <li>• ENGL 102W-3 Introduction to Poetry</li> <li>• ENGL 103W-3 Introduction to Drama</li> <li>• ENGL 104W-3 Introduction to Prose Genres</li> <li>• ENGL 105W-3 Introduction to Issues in Literature and Culture</li> <li>• ENGL 199W-3 Introduction to University Writing</li> <li>• PHIL XX1-3 Critical Thinking</li> <li>• PHIL 100W-3 Knowledge and Reality</li> <li>• PHIL 120W-3 Introduction to Moral Philosophy</li> <li>• WL 101W-3 Writing About Literature</li> <li>• WL 103W-3 Pre-Modern World Literature</li> </ul>
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- WL 104W Modern World Literature (3)

•

\*may be completed following admission to the faculty

**Core Courses**

The Beedie School of Business core courses must be completed, except as specifically modified below. Students complete all of

- BUS 303 Business, Society and Ethics (3)
- BUS 312 Introduction to Finance (4)
- BUS 336 Data and Decisions II (4)
- BUS 343 Introduction to Marketing (3)
- BUS 393 Commercial Law (3)
- BUS 478 Strategy ^ (3)

and one of

- BUS 374 Organization Theory (3)
- BUS 381 Introduction to Human Resource Management (3)

^to be completed at Simon Fraser University

and successful completion of at least one 400 division management and organization studies course chosen from the following

- BUS 432 International Human Resource Management (3)
- BUS 472 Seminar in Organizational Behavior (3)
- BUS 481 Recruitment and Selection (3)
- BUS 482 Performance Management (3)
- BUS 484 Employment Systems (3)
- BUS 485 Negotiations and Conflict Management (3)
- BUS 486 Leadership (3)
- BUS 487 Organizational Development and Change Management (3)
- BUS 488 Group Dynamics and Teamwork (3)

BUS 360W is recommended but not required. BUS 360W will be waived as a prerequisite for 400 division BUS courses for those in approved BUS joint programs. BUS 360W must be completed at Simon Fraser University in accordance with the WQB requirements.

- WL 104W-3 Modern World Literature

\*may be completed following admission to the faculty

**Core Courses**

The Beedie School of Business core courses must be completed, except as specifically modified below. Students complete all of

- BUS 303-3 Business, Society and Ethics
- BUS 312-4 Introduction to Finance
- BUS 336-4 Data and Decisions II
- BUS 343-3 Introduction to Marketing
- BUS 393-3 Commercial Law
- BUS 478-3 Strategy ^

and one of

- BUS 374-3 Organization Theory
- BUS 381-3 Introduction to Human Resource Management

^to be completed at Simon Fraser University

and successful completion of at least one 400 division *human resource management* course chosen from the following

- BUS 432-3 International Human Resource Management
- BUS 472-3 Seminar in Organizational Behavior
- BUS 481-3 Recruitment and Selection
- BUS 482-3 Performance Management
- BUS 484-3 Employment Systems
- BUS 485-3 Negotiations and Conflict Management
- BUS 486-3 Leadership
- BUS 487-3 Organizational Development and Change Management
- BUS 488-3 Group Dynamics and Teamwork

BUS 360W is recommended but not required. BUS 360W will be waived as a prerequisite for 400 division BUS courses for those in approved BUS

**Psychology Requirements**

**Lower Division Requirements**

Students complete all of

- PSYC 100 Introduction to Psychology I (3)
  - PSYC 102 Introduction to Psychology II (3)
  - PSYC 201W Introduction to Research Methods in Psychology \* (4)
  - PSYC 210 Introduction to Data Analysis in Psychology \* (4)
  - PSYC 260 Introduction to Social Psychology (3)  
+with a final grade of C (2.0) or better
- and one of
- PSYC 221 Introduction to Cognitive Psychology (3)
  - PSYC 241 Introduction to Abnormal Psychology (3)
  - PSYC 250 Introduction to Developmental Psychology (3)
  - PSYC 268 Introduction to Law and Psychology (3)
  - PSYC 280 Introduction to Biological Psychology (3)

**Upper Division Requirements**

Students complete 21 units in upper division psychology courses, including PSYC 301 (if the student is completing PSYC 210/301 instead of BUEC 232/BUS 336) and including PSYC 308.

No more than three of these units may be in

joint programs. BUS 360W must be completed at Simon Fraser University in accordance with the WQB requirements.

**Psychology Requirements**

**Lower Division Requirements**

Students complete all of

- PSYC 100-3 Introduction to Psychology I
- PSYC 102-3 Introduction to Psychology II
- PSYC 201W-4 Introduction to Research Methods in Psychology\*
- PSYC 210-4 Introduction to Data Analysis in Psychology \* +
- PSYC 260-3 Introduction to Social Psychology

and one of

- PSYC 221-3 Introduction to Cognitive Psychology
- PSYC 241-3 Introduction to Abnormal Psychology
- PSYC 250-3 Introduction to Developmental Psychology
- PSYC 268-3 Introduction to Law and Psychology
- PSYC 280-3 Introduction to Biological Psychology

\*with a final grade of C (2.0) or better

*+may be substituted by the combination of BUEC 232 and BUS 336, both with grades of C- or better. For Psychology students, BUS 336 is only available after a student has been admitted to the Business portion of the joint major.*

**Upper Division Requirements**

*Students complete 21 units in upper division psychology courses, including PSYC 308.*

No more than three of these units may be in directed studies. At least 11 upper division

directed studies. At least 11 upper division psychology units must be completed at Simon Fraser University.

#### **Directed Studies Courses**

PSYC 493, 494, and 495 are directed studies courses. Enrolment enables an individual or small group to work with a faculty member on a reading or research project of mutual interest. Common reasons for a student requesting such a course are

- to continue a reading or research project begun in a 400 division seminar
- to cover material not included in regular courses

The minimum requirement is a B (3.0) average, at least 60 units and department permission. Directed studies students complete an application form (available at <http://www.psyc.sfu.ca/ugrad>) with the intended instructor.

#### **Faculty of Arts and Social Sciences Program Requirements**

For all bachelor of arts (BA) programs (except the honours program), students complete 120 units, which includes

- at least 60 units that must be completed at Simon Fraser University
- at least 45 upper division units, of which at least 30 upper division units must be completed at Simon Fraser University
- at least 65 units (including 21 upper division units) in Faculty of Arts and Social Sciences courses
- satisfaction of the writing, quantitative, and breadth requirements
- an overall cumulative grade point average (CGPA) and upper division CGPA of at least 2.0, and a program (major, joint major, extended minor, minor) CGPA and upper division CGPA of at least 2.0

#### **Writing, Quantitative, and Breadth Requirements**

Students admitted to Simon Fraser University beginning in the fall 2006 term must meet writing, quantitative and breadth requirements as part of any degree program they may undertake. See Writing, Quantitative, and Breadth Requirements for university-wide information.

psychology units must be completed at Simon Fraser University.

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- at least 45 upper division units, of which at least 30 upper division units must be completed at Simon Fraser University
- at least 65 units (including 21 upper division units) in Faculty of Arts and Social Sciences courses
- satisfaction of the writing, quantitative, and breadth requirements
- an overall cumulative grade point average (CGPA) and upper division CGPA of at least 2.0, and a program (major, joint major, extended minor, minor) CGPA and upper division CGPA of at least 2.0

#### **Writing, Quantitative, and Breadth Requirements**

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#### **Business Career Passport Requirements**



**Business Career Passport Requirements**

Students who are admitted to the Beedie School of Business beginning in the fall 2012 term will complete the Business Career Passport.

During the BBA program, students register in and complete six mandatory Business Career Passport workshops. The workshops may be completed in any order. However, it is recommended that students complete the self-assessment workshop sometime within their first 60 units of study.

Enrolment and participation in workshops must be recorded with the Career Management Centre. For more information about the workshops, or to register, visit the Beedie Community link on the Career Management Centre website.

**Residency Requirements and Transfer Credit**

The University's residency requirement stipulates that, in most cases, total transfer and course challenge credit may not exceed 60 units, and may not include more than 15 units as upper division work.

Also refer to International Exchange Programs.

[Return to business index page.](#) [Return to psychology index page.](#)

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SENATE COMMITTEE ON  
UNDERGRADUATE STUDIES

NEW COURSE PROPOSAL

1 OF 3 PAGES

Business 475

COURSE NUMBER \_\_\_\_\_

**COURSE TITLE**

LONG — for Calendar/schedule, no more than 100 characters including spaces and punctuation  
Sustainable Operations

**AND**

SHORT — for enrollment/transcript, no more than 30 characters including spaces and punctuation  
Sustainable Operations

**CREDITS**

Indicate number of credits for: Lecture \_\_\_\_\_ Seminar 3 Tutorial \_\_\_\_\_ Lab \_\_\_\_\_

**COURSE DESCRIPTION (FOR CALENDAR). 50-60 WORDS MAXIMUM. ATTACH A COURSE OUTLINE TO THIS PROPOSAL.**

Examines key challenges and opportunities organizations face in integrating sustainable business practices within corporate strategy. Identifies organizational capabilities needed to support existing sustainable commitments and strategies to allow for innovation.

**PREREQUISITE**

BUS 360W; 90 units. Students with credit for BUS 49X Selected Topics (Sustainable Operations) may not take this course for further credit.

**COREQUISITE**

N/A

**SPECIAL INSTRUCTIONS**

That is, does this course replicate the content of a previously approved course to such an extent that students should not receive credit for both courses? If so, this should be **noted in the prerequisite**.

**COURSE(S) TO BE DELETED IF THIS COURSE IS APPROVED**

**NOTE: APPROPRIATE DOCUMENT FOR DELETION MUST BE SUBMITTED TO SCUS**

None.

**RATIONALE FOR INTRODUCTION OF THIS COURSE**

This course is being introduced to add to the course selections within the Operations Management Concentration. The issue of sustainability within companies is a major contributing factor to success. Because of its importance, the Undergraduate Program is creating new courses with sustainability components and/or modifying current curriculum to add sustainability topics within them. The course is also acceptable within the Corporate Environmental and Social Sustainability Certificate Program.



**SCHEDULING AND ENROLLMENT INFORMATION**

Indicate effective **term and year** course would first be offered and planned **frequency** of offering thereafter:  
Fall 2013 and offering twice a year.

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(NOTE: There is a two-term wait for implementation of any new course.)

Indicate if there is a waiver required:  YES  NO Will this be a required or elective course in the curriculum?  Required  Elective

What is the probable enrollment when offered? Estimate 35

Which of your present CFL faculty have the expertise to offer this course?  
Stephanie Bertels  
Sudheer Gupta

Are there any proposed student fees associated with this course other than tuition fees?  YES  NO  
(If yes, attach mandatory supplementary fee approval form.)

**RESOURCE IMPLICATIONS**

NOTE: Senate has approved (S.93-11) that no new course should be approved by Senate until funding has been committed for necessary library materials. Each new course proposal must be accompanied by a library report and, if appropriate, confirmation that funding arrangements have been addressed.

Campus where course will be taught Burnaby/Surrey

Library report status \_\_\_\_\_

Provide details on how existing instructional resources will be redistributed to accommodate this new course. For example, will another course be eliminated or will the frequency of offering of other courses be reduced; are there changes in pedagogical style or class sizes that allow for this additional course offering?  
The demand for the Operations Management Concentration has been growing, and this course will enable students to proceed more efficiently toward the completion of their degrees.

List any outstanding resource issues to be addressed prior to implementation: space, laboratory equipment, etc:  
None.

Articulation agreement reviewed?  YES  NO  Not applicable

**OTHER IMPLICATIONS**  
None.



APPROVALS

- 1 Departmental approval indicates that the Department or School has approved the content of the course, and has consulted with other Departments/Schools/Faculties regarding proposed course content and overlap issues.

[Signature] \_\_\_\_\_ Date Oct. 22, 2012

Chair, Department/School

[Signature] \_\_\_\_\_ Date Oct. 22, 2012

Chair, Faculty Curriculum Committee

- 2 Faculty approval indicates that all the necessary course content and overlap concerns have been resolved, and that the Faculty/School/Department commits to providing the required Library funds.

[Signature] \_\_\_\_\_ Date Oct. 22, 2012

Dean or designate

LIST which other Departments, Schools and Faculties have been consulted regarding the proposed course content, including overlap issues. Attach documentary evidence of responses.

Other Faculties approval indicated that the Dean(s) or Designate of other Faculties AFFECTED by the proposed new course support(s) the approval of the new course:

\_\_\_\_\_ Date \_\_\_\_\_  
\_\_\_\_\_ Date \_\_\_\_\_

- 3 SCUS approval indicates that the course has been approved for implementation subject, where appropriate, to financial issues being addressed.

COURSE APPROVED BY SCUS (Chair of SCUS):

\_\_\_\_\_ Date \_\_\_\_\_

APPROVAL IS SIGNIFIED BY DATE AND APPROPRIATE SIGNATURE.

**Calendar Change, Undergraduate Department, Beedie School of Business**

**Effective:** Fall 2013

**Summary of Changes:**

- Addition of BUS 475 – Sustainable Operations to the Operations Management Concentration of the Major Program, several joint majors, and Second Degree program, as well as Honours Program and Honours, plus honours term at the Segal Graduate School of Business
- BUS 492 changed to BUS 49X within the Operations Management Concentration

**Rationale:**

The addition of Business 475 – Sustainable Operations, will enhance the offerings within the Operations Management Concentration by providing a sustainability focus. As well, this will increase the accessibility of course selection for students pursuing the Operations Management Concentration.

*490 - 496*

The change from BUS 492 to BUS ~~49X~~ will better reflect the number of selected topics courses that may be applicable to the Operations Management Concentration.

**The following programs will be affected by these changes:**

Edits/Additions:

- Major Program
- Honours Program
- Honours Program, plus honours term at the Segal Graduate School of Business
- Economics & Business Joint Major
- Economics & Business Joint Honours
- IAT & Business Joint Major (BBA, BA)
- IAT & Business Joint Major (BSc)
- Second Undergraduate Degree in Business

Note: Revised content appears in bold.

<b>From</b>	<b>To</b>
<p><b>Operations Management</b></p> <p>For this concentration, students complete both of</p> <ul style="list-style-type: none"> <li>• BUS 336 Data and Decisions II (4)</li> <li>• BUS 473 Operations Management (4)</li> <li>•</li> </ul> <p>and two of</p>	<p><b>Operations Management</b></p> <p>For this concentration, students complete both of</p> <ul style="list-style-type: none"> <li>• BUS 336 Data and Decisions II (4)</li> <li>• BUS 473 Operations Management (4)</li> <li>•</li> </ul> <p>and two of</p>

<ul style="list-style-type: none"> <li>• BUEC 433 Forecasting in Business and Economics (5)</li> <li>• BUS 437 Decision Analysis in Business (3)</li> <li>• BUS 440 Simulation in Management Decision-making (4)</li> <li>• BUS 474 Supply Chain Management (3)</li> <li>• BUS 492 Selected Topics in Business Administration (3)</li> </ul>	<ul style="list-style-type: none"> <li>• BUEC 433 Forecasting in Business and Economics (5)</li> <li>• BUS 437 Decision Analysis in Business (3)</li> <li>• BUS 440 Simulation in Management Decision-making (4)</li> <li>• BUS 474 Supply Chain Management (3)</li> <li>• <b>BUS 475 Sustainable Operations (3)</b></li> <li>• <b>BUS <del>492</del> Selected Topics in Business Administration (3) – <i>when offered as a selected topics course in Operations Management</i></b></li> </ul>
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490-496

• BUS 490-496

**Calendar Change, Undergraduate Department, Beedie School of Business**

**Effective:** Fall 2013

**Summary of Changes:**

- Name change to the certificate
- Changes to program requirements
- Expansion to Faculty of Environment students

**Rationale:**

The purpose of the certificate name change is to expand the scope of the certificate to include environmental issues as they impact the corporate environment. It also allows the certificate to increase the scope of interest to the University.

The expansion of the program to Faculty of Environment students is a natural blending of interest in Environmental Science and Business.

The program requirement changes are to both include basic courses from both faculties and to expand the body of knowledge students will have after completing the certificate. The addition of alternative Faculty of Environment courses for some Business courses addresses recognizes the dual knowledge developed in both faculties. The list of cross-faculty courses have been revised to align more closely with the core objectives of the certificate as well as address the limited offering or discontinuation of those courses that are now removed from the list.

**The following program will be affected by these changes:** Certificate in Corporate Social Responsibility

Note: Revised content appears in bold.

<p><b>From:</b></p> <p><b>Corporate Social Responsibility Certificate Program</b></p> <p><b>Program Requirements</b> Students complete a minimum total of 21 units by completing both of</p> <ul style="list-style-type: none"> <li>• BUS 303 Business, Society and Ethics (3)</li> <li>• BUS 393 Commercial Law (3)</li> </ul>	<p><b>To:</b></p> <p><b><i>Corporate Environmental and Social Sustainability Certificate Program</i></b></p> <p><b>Program Requirements</b> Students complete a minimum total of <b>24 units by completing three of*</b></p> <ul style="list-style-type: none"> <li>• BUS 303 Business, Society and Ethics (3) <b>or ENV 320W Ethics and the Environment (3)</b></li> <li>• BUS 393 Commercial Law (3) <b>or ENV 319 Environmental Law (3)</b></li> </ul>
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and a minimum of 15 units by completing a minimum of three of \*

- BUS 403 Seminar in Business and Society (3)
- BUS 449 Ethical Issues in Marketing (3)
- BUS 453 Sustainable Innovation (3)
- BUS 467 Social Perspectives on Information Systems (3)
- BUS 489 Management Practices for Sustainability (3)
- one of BUS 490-to-496 when offered as a special topics course in Corporate and Social Responsibility

and a minimum of two of \*

- ECON 260 Environmental Economics (3)
- ECON 355W Economic Development (4)
- ECON 362 Economics of Natural Resources (4)
- EVSC 100 Introduction to Environmental Science (3)
- GEOG 100 Society, Space, Environment: Introducing Human Geography (3)
- GEOG 102 World Problems in Geographic Perspective (3)
- GEOG 221 Economic Geography (3)
- GEOG 322 World Resources (4)
- GEOG 322W World Resources (4)

- EVSC 100 Introduction to Environmental Science (3) or GEOG 111 (3) Earth Systems

and a minimum of one of

- GEOG 100 Society, Space, Environment: Introducing Human Geography (3)
- GEOG 102 World Problems in Geographic Perspective (3)
- REM 100 Global Change (3)

and a minimum of two of \*

- BUS 449 Ethical Issues in Marketing (3)
- BUS 453 Sustainable Innovation (3)
- **BUS 475 Sustainable Operations (3)**
- BUS 489 Management Practices for Sustainability (3)

\* Registration in upper division Business Administration courses required for this certificate are open only to approved BBA students or Faculty of Environment students who are enrolled in this certificate.

and a minimum of two of \*\*

- **ARCH 386 Archaeological Resource Management (3)**
- **CMNS 349 Environment, Media and Communication (4)**
- **DEVS 201 Introduction to Development and Sustainability (3)**
- **DEVS 401 Ideas, Concepts and Cases in Development and Sustainability (4)**
- **ENSC 412 or ENV 412 Technologies, Cultures and a Sustainable World (3)**
- **ENV 222 Environmental Controversy: An interdisciplinary study of environmental issues (3)**
- **ENV 321 Ecological Economics (3)**



- GEOG 385 Agriculture and the Environment (4)
- GEOG 389W Nature and Society (4)
- HSCI 319W Applied Health Ethics (3)
- PHIL 120W Introduction to Moral Philosophy (3)
- PHIL 320 Social and Political Philosophy (3)
- PHIL 321 Topics in Moral Philosophy (3)
- PHIL 421W Advanced Topics in Ethical Theory (4)
- POL 342 Developing Countries in Global Politics (4)
- POL 373 Human Security (4)
- REM 100 Global Change (3)
- REM 311 Applied Ecology and Sustainable Environments (3)
- REM 356 Institutional Arrangements for Sustainable Environmental Management (3)
- SA 326 Ecology and Social Thought (S) (4)
- SA 363 Process of Development and Underdevelopment (SA) (4)
- SA 371 The Environment and Society (SA) (4)
- SCD 201 Introduction to Sustainable Community Development (3)

\*with permission of the Beedie School of Business, substitutions with appropriate course content are possible

and completion of a minimum of one of the following approved experiential or service learning components.

- co-operative education work term focused on areas related to corporate social responsibility (CSR) and/or sustainability\*
- 25 hours minimum of voluntary or salaried work within a social enterprise, charitable organization, company, corporation, or non-profit organization in a role related to CSR and/or sustainability\*

- **GEOG 221 Economic Geography (3)**
- **GEOG 321 Geographies of Global Capitalism (4)**
- **GEOG 322 or GEOG 322W World Resources (4)**
- ***GEOG 323 Industrial Location (4)***
- ***GEOG 325 Geographies of Consumption (4)***
- ***PHYS 346 Energy and the Environment (3)***
- ***POL 452W Energy Policy (4)***
- ***REM 350 Sustainable Energy and Materials Management (4)***
- **REM 356 Institutional Arrangements for Sustainable Environmental Management (3)**
- ***REM 412 Environmental Modeling (3)***
- ***SCD 201 or REM 201 Introduction to Sustainable Community Development (3)***
- ***SCD 301 or REM 301 Sustainable Community Development Theory and Practice (4)***

\*\*Substitutions with appropriate course content may be possible with permission of the Beedie School of Business.

**and the completion of a minimum of one of the following approved learning components**

- *co-operative education work term focused on areas related to **corporate environmental and social sustainability***
- 25 hours minimum of voluntary or salaried work within a social enterprise, charitable organization, company, corporation, or

- 25 hours minimum as a research assistant for a professor focusing on areas related to CSR and/or sustainability\*
- 25 hours minimum in other Faculty-approved activity areas related to CSR and/or sustainability\*

\*with permission of the Beedie School of Business, substitutions with appropriate course content are possible

Before beginning this requirement, prior approval from the Director, Beedie School of Business, is recommended by submitting a detailed outline of their activity.

Upon completion of the experiential component, students will submit to the faculty

- a description (written by either the student or the organization) of the organization and the student's role in the organization, signed and validated by the employer/supervisor
- a reflective 500 word essay about the student's work/volunteer experience that identifies key CSR experiences and how that influenced their current thinking about the implications of business practice on society. The essay will be graded pass/fail.

non-profit organization in a role related to **corporate environmental and social sustainability**

- 25 hours minimum as a research assistant for a professor focusing on areas related to **corporate environmental and social sustainability**
- 25 hours minimum in other **Business Faculty-approved** activity areas related to **corporate environmental and social sustainability**

Before beginning this requirement, prior approval from the **Academic Director - Business Major**, Beedie School of Business, is recommended by submitting a detailed outline of their activity.

Upon completion of the experiential component, students will submit to the **Academic Director - Business Major**

- a description (written by either the student or the organization) of the organization and the student's role in the organization, signed and validated by the employer/**supervisor**
- a reflective 500 word essay about the student's work/volunteer experience that identifies key **corporate environmental and social sustainability** experiences and how that influenced their current thinking about the implications of business practice on society and the environment. The essay will be graded pass/fail.



**EXISTING COURSE, CHANGES RECOMMENDED**

Please check appropriate revision(s):

Course number   
  Credit   
  Title   
  Description   
  Prerequisite   
  Course deletion

Indicate number of hours for: Lecture \_\_\_\_\_ Seminar \_\_\_\_\_ Tutorial \_\_\_\_\_ Lab \_\_\_\_\_

**FROM** **TO**  
 Course Number           BUS 477           Course Number \_\_\_\_\_

Credits (Units) \_\_\_\_\_ Credits (Units) \_\_\_\_\_

**TITLE**

(1) Long title for calendar and schedule, no more than 100 characters including spaces and punctuation.

**FROM:** **TO:**  
 New Venture Planning

(2) Short title for enrollment and transcript, no more than 30 characters including spaces and punctuation.

**FROM:** **TO:**

**DESCRIPTION**  
**FROM:**

**DESCRIPTION**  
**TO:**

**PREREQUISITE**  
**FROM:**  
 BUS 312, 343, 360; 90 units.

**PREREQUISITE**  
**TO:**  
 BUS 338, 342, 360W; 90 units. Recommended: BUS 312.

**RATIONALE**

BUS 477 is a capstone course within the Entrepreneurship & Innovation Concentration. The addition of BUS 338 and BUS 342 to its prerequisites further signifies that BUS 477 should be completed as a final course within the concentration.

Does this course replicate the content of a previously approved course to such an extent that students should not receive credit for both courses? If so, this should be **noted in the prerequisite.**

Fall 2013

Effective term and year \_\_\_\_\_

**Calendar Change, Undergraduate Department, Beedie School of Business**

**Effective:** Fall 2013

**Summary of Changes:**

- Addition of BUS 450 - Emerging Technologies for Business to the Entrepreneurship & Innovation Concentration
- Removal of BUS 452 – Strategic Management of Innovation from the Entrepreneurship & Innovation Concentration

**Rationale:**

The addition of Business 450 – Emerging Technologies for Business, will enhance the offerings within the Entrepreneurship and Innovation Concentration by providing a technology focus that addresses social, cultural, commercial, political and technical developments. The limited offering of BUS 452 – Strategic Management of Innovation precipitates its removal from this concentration.

**The following programs will be affected by these changes:**

Edits/Additions:

- Major Program
- Honours Program
- Honours, plus honours term at the Segal Graduate School of Business
- Economics & Business Joint Major
- Economics & Business Joint Honours
- IAT & Business Joint Major (BBA, BA)
- IAT & Business Joint Major (BSc)
- Second Undergraduate Degree in Business

Note: Revised content appears in bold.

<b>From</b>	<b>To</b>
<p><b>Entrepreneurship and Innovation</b></p> <p>For this concentration, students complete all of</p> <ul style="list-style-type: none"> <li>• BUS 338 Foundations of Innovation (3)</li> <li>• BUS 342 Foundations of Entrepreneurship (3)</li> <li>• BUS 477 New Venture Planning (4)</li> </ul> <p>and two of</p> <ul style="list-style-type: none"> <li>• BUS 314 New Venture Finance (3)</li> <li>• BUS 361 Project Management (3)</li> <li>• BUS 443 New Product Development and Design (3)</li> <li>• BUS 452 Strategic Management of</li> </ul>	<p><b>Entrepreneurship and Innovation</b></p> <p>For this concentration, students complete all of</p> <ul style="list-style-type: none"> <li>• BUS 338 Foundations of Innovation (3)</li> <li>• BUS 342 Foundations of Entrepreneurship (3)</li> <li>• BUS 477 New Venture Planning (4)</li> </ul> <p>and two of</p> <ul style="list-style-type: none"> <li>• BUS 314 New Venture Finance (3)</li> <li>• BUS 361 Project Management (3)</li> <li>• BUS 443 New Product Development and Design (3)</li> </ul>

Innovation (3) <ul style="list-style-type: none"><li>• BUS 453 Sustainable Innovation (3)</li><li>• BUS 486 Leadership (3)</li></ul>	<ul style="list-style-type: none"><li>• <b>BUS 450 Emerging Technologies for Business (3)</b></li><li>• BUS 453 Sustainable Innovation (3)</li><li>• BUS 486 Leadership (3)Administration (3)</li></ul>
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SENATE COMMITTEE ON  
UNDERGRADUATE STUDIES

COURSE CHANGE/DELETION

EXISTING COURSE, CHANGES RECOMMENDED

Please check appropriate revision(s):

Course number     Credit     Title     Description     Prerequisite     Course deletion

Indicate number of hours for: Lecture \_\_\_\_\_ Seminar \_\_\_\_\_ Tutorial \_\_\_\_\_ Lab \_\_\_\_\_

FROM TO  
 Course Number       BUS 452       Course Number \_\_\_\_\_  
 Credits (Units) \_\_\_\_\_ Credits (Units) \_\_\_\_\_

TITLE

(1) Long title for calendar and schedule, no more than 100 characters including spaces and punctuation.

FROM: Strategic Management of Innovation TO:

(2) Short title for enrollment and transcript, no more than 30 characters including spaces and punctuation.

FROM: TO:

DESCRIPTION DESCRIPTION  
 FROM: TO:

PREREQUISITE PREREQUISITE  
 FROM: TO:

RATIONALE

Deletion of BUS 452 - Strategic Management of Innovation from course offerings as this course has yet to be offered at SFU, and will no longer be included within the Entrepreneurship & Innovation Concentration

Does this course replicate the content of a previously approved course to such an extent that students should not receive credit for both courses?  
 If so, this should be **noted in the prerequisite.**

Effective term and year       Fall 2013