Maggie Benston Student Services | TEL 778.782.3042 | report-dgs@sfu.ca
Centre 1100 | FAX 778.782.3080 | www.sfu.ca/Dean-
8888 University Drive | | GradStudies
Burnaby, BC
Canada V5A 1S6

MEMORANDUM

ATTENTION	Senate	DATE	March 17, 2016
FROM	Wade Parkhouse, Dean of Graduate Studies	No.	GS2016.09
RE:	Beedie School of Business		

For information:

Acting under delegated authority at its meeting of March 7, 2016, SGSC approved the following curriculum revisions, effective **Fall 2016**.

Beedie School of Business

Admission change: Management of Technology MBA

Program change: MBA ✓

Course change (equivalency): BUS 553, BUS 706

Course change (title): BUS 645, BUS 729, BUS 782

Segal Graduate School   Office of the Associate Dean   TEL 778.782.9255   busadmin@sfu.ca
500 Granville Street   FAX 778.782.5122
Vancouver, BC V6C 1W6

Memo to SGSC

To: Senate Graduate Studies Committee
From: Ian McCarthy, Associate Dean, Graduate Programs
Re: Curriculum revisions to MOT MBA, MBA, course changes BUS 553, BUS 645, BUS 706, BUS 729, BUS 782
Date: February 29 2016

The following curriculum revisions have been approved by the Beedie School of Business and are forwarded to the Senate Graduate Studies Committee for approval. These curriculum items should be effective for Fall 2016.

Please include them on the next SGSC agenda.

- *Admission change to MOT MBA (GMAT Requirement)*
- *Program change to MBA (Removal of advance credit for BUS 702 for incoming GDBA students)*
- *Course change (description): BUS 553/BUS 706 equivalency*
- *Course change (title): BUS 645, BUS 729, BUS 782*

Thank you for your attention herein. Should you have any questions or concerns, please do not hesitate to contact me.

Dr. Ian P. McCarthy
Professor in Technology & Operations Management
Associate Dean, Graduate Programs, Beedie School of Business

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Management Education

Calendar Entry Change for SFU's Beedie School of Business' MOT MBA Program

Summary of change:
Removal of the mandatory requirement for a GMAT examination to a case-by-case basis in order to implement a broad-based admissions/evaluation process whereby all applicants are interviewed first, followed by a decision if the GMAT is necessary or not. The internal criteria for a GMAT waiver would be based on a combination of: successful completion of the GDBA with a 3.5 GPA; BTech, Peng, Masters in Computing Science or PhD; seven years in a managerial role in the Tech industry.
Rationale for change: *see attached*
Effective term and year: *Fall 2016*
Will this change impact current students? If yes, what is the plan for current students? *No*

FROM	TO
[...] Admission Requirements Application Students can apply online at Simon Fraser University's online graduate studies application for admission, found at http://www.sfu.ca/dean-gradstudies/prosp_students/application_process Admission is based on the following. • MOT MBA program application essay found at http://beedie.sfu.ca/mot • official undergraduate transcripts mailed directly from the granting institution • a resume	[...] Admission Requirements Application Students can apply online at Simon Fraser University's online graduate studies application for admission, found at http://www.sfu.ca/dean-gradstudies/prosp_students/application_process Admission is based on the following. • MOT MBA program application essay found at http://beedie.sfu.ca/mot • official undergraduate transcripts mailed directly from the granting institution • a resume

- a minimum of four years of relevant work experience in a technology firm or technology position - three confidential letters of reference mailed directly from the referees, preferably from supervisors, major clients or former professors ~~graduate management admission test (GMAT) results~~ - applicants whose primary language is not English, or whose previous education was conducted in another language, must submit evidence of satisfactory completion of a standardized English test that is acceptable to the University (see graduate general regulation 1.3.12) - a recent passport style photograph - interview (shortlisted candidates only) […]	- a minimum of four years of relevant work experience in a technology firm or technology position - three confidential letters of reference mailed directly from the referees, preferably from supervisors, major clients or former professors **Graduate Management Admission Test (GMAT) results (minimum score of 550). An applicant may be eligible for a GMAT waiver at the discretion of the admissions committee, based on a combination of academic background, work experience and/or professional designation(s)** - applicants whose primary language is not English, or whose previous education was conducted in another language, must submit evidence of satisfactory completion of a standardized English test that is acceptable to the University (see graduate general regulation 1.3.12) - a recent passport style photograph - interview (shortlisted candidates only) […]

MOT MBA GMAT requirement for Admission

Proposal for Consideration by SGSC

Currently, admission to the MOT MBA requires applicants to take the GMAT. We seek approval to amend this requirement to allow consideration for GMAT waivers on a case-by-case basis. The eligibility requirements for a GMAT waiver would be based on a combination of academic background, work experience and/or professional designation(s). The decision to waive will be made by the MOT MBA admissions committee, including the Academic Director. Rationale for this allowance is based on the following:

1. **Removing the GMAT requirement would allow for more consistency internally among our other MOT MBA cohorts.** Over the years we have allowed for GMAT waivers based on varying requirements: for example over 50% (25/40 students) of the 2015 cohort received a GMAT waiver based on prior education (BTech, GDBA, Peng, PhD) and/or work experience (over 9 years' experience). Likewise, 9/23 students in the 2014 cohort received GMAT waivers based on education and/or work experience. Many MOT MBA students are transfers from our GDBA program, and as a result, are waived from writing the GMAT by obtaining a 3.5 CGPA or higher in the program. Amending the GMAT requirement would create greater equality across the admissions process for all MOT MBA applicants.

2. **The GMAT requirement is affecting our ability to recruit top MOT candidates that have a significant amount of work experience in the technology sector.** In 2013, 6/40 applicants were denied admission to the program because they had either a low GMAT score or chose not to write the GMAT. In 2014, that number was 3/31; and in 2015 4/47

3. **Business schools are increasingly waiving the GMAT requirement based on either work experience and/or education.** Schools which publish this policy are:
    *   University of Ontario – Institute of Technology MBA
        (http://gradstudies.uoit.ca/future_students/masters_programs/business_admin/index.php#Admission%20information)
    *   Wilfrid Laurier University's School of Business MBA
        (https://legacy.wlu.ca/page.php?grp_id=356&p=3405)
    *   University of New Brunswick's MBA
        (http://www.unb.ca/fredericton/business/mba/admission.html)

4. **Research provides evidence that there is no statistical difference in performance in an MBA program between students that received GMAT waivers and those that did not receive waivers.**[1] This is further supported by internal statistics of the MOT MBA program over the past 4 consecutive years. Using all the available data over the past 4 years in the MOT MBA program, we find no statistical difference in performance between students with a GMAT score and those with GMAT waivers (see table 1 below).[2] Furthermore, we find no significant correlations between the number of years of work experience, number of years of management experience

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[1] Fairfield-Sonn, James et al. GMAT And Other Determinants of GPA In An MBA Program. American Journal of Business Education, December 2010, Volume 3 (Number 12): 77-86.
[2] MOT MBA Internal Statistics

or GMAT scores with academic performance (see table 2 below). The highest correlation with academic performance is 0.13 which is the number of years of work experience (although insignificant). This analysis supports our continued approach to using broad-based admission assessment of MOT MBA applicants.

Table 1: t-Test: Two-Sample Assuming Unequal Variances

	GPA with GMAT	GPA without GMAT
Mean	3.576323529	3.527560976
Variance	0.067665386	0.105073902
Observations	68	41
Hypothesized Mean Difference	0	
df	71	
t Stat	0.817508315	
P(T<=t) one-tail	0.20818648	
t Critical one-tail	1.666599658	
P(T<=t) two-tail	0.416372961	
t Critical two-tail	1.993943368	

* based on this test, there is insufficient evidence to state that the mean cumulative GPA of students that have taken the GMAT is greater than the mean cumulative GPA of students that have received GMAT waivers.

Table 2: Correlation Analysis (shows coefficient of correlation; p-values and number of observations for all paired variables). All p-values with academic performance are insignificant.

	CumGPA	WorkEx	MgmtEx	GMAT
CumGPA	1.0000			
	109			
WorkEx	0.1399	1.0000		
	0.1469			
	109	109		
MgmtEx	0.0605	0.5048*	1.0000	
	0.5322	0.0000		
	109	109	109	
GMAT	0.0831	-0.2310*	-0.2815*	1.0000
	0.3900	0.0156	0.0030	
	109	109	109	109

Calendar Entry Change for Masters of Business Administration (MBA)

Summary of change: To allow students who have completed or have been enrolled in the graduate diploma in business administration program at SFU, to apply for advance credit for BUS 706. A minimum grade of B (3.0) in the course equivalent is required.
Rationale for change: Coding this BUS 706 as equivalent will allow students who transfer from one program to another to apply the courses taken during one program to the program requirements of a different program, when the course material is considered equivalent. As well, this coding change will prevent students from receiving credit for two (or three) courses that have essentially the same content. Please note a wider list of eligible course advance credit was submitted to SGSC in 2015 (see GS15.31); BUS 706 was overlooked during that submission.
Effective term and year: Fall 2016
Will this change impact current students? If yes, what is the plan for current students? Yes. The course advance credit will apply to all current and previous students who have completed the equivalent course with a minimum of a B (3.0) grade.

FROM	TO
Program Requirements Students must maintain a minimum 3.0 grade point average (GPA) (B average) and complete a minimum of 56 units from the following list including a comprehensive exam (BUS 729), selected special topics and substitute courses from other Graduate Business programs at the discretion of the Academic Chair: BUS 702 - Marketing Management (3) BUS 703 - Managerial Economics (3) BUS 704 - Leadership and Teamwork (3) BUS 705 - Financial/Managerial Accounting (3) BUS 706 - Data and Decisions (3) BUS 707 - Business Ethics (2) BUS 708 - Financial Management (3) BUS 709 - Managing Information (3) BUS 710 - Managing Global Enterprises (3) BUS 711 - Negotiation and Conflict	Program Requirements Students must maintain a minimum 3.0 grade point average (GPA) (B average) and complete a minimum of 56 units from the following list including a comprehensive exam (BUS 729), selected special topics and substitute courses from other Graduate Business programs at the discretion of the Academic Chair: BUS 702 - Marketing Management (3) BUS 703 - Managerial Economics (3) BUS 704 - Leadership and Teamwork (3) BUS 705 - Financial/Managerial Accounting (3) BUS 706 - Data and Decisions (3) BUS 707 - Business Ethics (2) BUS 708 - Financial Management (3) BUS 709 - Managing Information (3) BUS 710 - Managing Global Enterprises (3) BUS 711 - Negotiation and Conflict

<table>
<tr><td>

Resolution (3)
BUS 712 - Managing a Globalized
Workforce (2)
BUS 714 - Entrepreneurship (3)
BUS 715 - Operations Management (3)
BUS 716 - Sustainability (3)
BUS 718 - Business Strategy (3)
BUS 719 - Managing People (3)
BUS 720 - Special Topics in Business
Administration (2)
BUS 721 - Special Topics in Business
Administration (3)
BUS 722 - Special Topics in Business
Administration (4)
BUS 723 - Introduction to Managerial
Thought (2)
BUS 724 - Organizational Analysis (2)
BUS 725 - Cross Cultural Experience (2) *
BUS 726 - Business Innovation and
Creativity (2)
BUS 727 - MBA Internship (0) ** or <u>BUS 728 -
Research Internship (0) ***</u>
BUS 729 - Comprehensive Examination (2)

Students who have completed or have been
enrolled in the graduate diploma in business
administration program at SFU, may apply for
advance credit for BUS ~~702~~, 703, 705, 707, 708,
and 719. A minimum grade of a B (3.0) in the
course equivalent is required.

* As part of this course, there is a mandatory cross-
cultural study tour for all students in the full time
MBA

** Students with sufficient full time work
experience may receive advanced standing for Bus
727 MBA Internship.

*** for students entering the PhD program

</td><td>

Resolution (3)
BUS 712 - Managing a Globalized
Workforce (2)
BUS 714 - Entrepreneurship (3)
BUS 715 - Operations Management (3)
BUS 716 - Sustainability (3)
BUS 718 - Business Strategy (3)
BUS 719 - Managing People (3)
BUS 720 - Special Topics in Business
Administration (2)
BUS 721 - Special Topics in Business
Administration (3)
BUS 722 - Special Topics in Business
Administration (4)
BUS 723 - Introduction to Managerial
Thought (2)
BUS 724 - Organizational Analysis (2)
BUS 725 - Cross Cultural Experience (2) *
BUS 726 - Business Innovation and
Creativity (2)
BUS 727 - MBA Internship (0) ** or BUS
728 - Research Internship (0) ***
BUS 729 - Comprehensive
Examination (2)

Students who have completed or have been
enrolled in the graduate diploma in business
administration program at SFU, may apply for
advance credit for BUS 703, 705, **706**, 707,
708, and 719. **Students can apply for
advance credit of BUS 702 at the discretion
of the director.** A minimum grade of a B (3.0)
in the course equivalent is required.

* As part of this course, there is a mandatory
cross-cultural study tour for all students in
the full time MBA

** Students with sufficient full time work
experience may receive advanced standing for
Bus 727 MBA Internship.

*** for students entering the PhD program

</td></tr>
</table>

SIMON FRASER UNIVERSITY
GRADUATE STUDIES & POSTDOCTORAL FELLOWS

Graduate Course Change

Attach a separate document if more space is required.

Course Subject/Number BUS 553	Units 2	Effective Term and Year Fall 2016

Course Title Business Analytics

Rationale for Change: Coding this course as equivalent will allow students who transfer from one program to another to apply the course taken during one program to the program requirements of a difference program, when the course material is considered equivalent. As well, this coding change will prevent students from receiving credit for two or three courses that have essentially the same content.

Proposed Changes (Check all that apply)

☐ Course number   ☐ Units*   ☐ Title   ☑ Description   ☐ Prerequisite   ☐ Other _____

Complete only the fields to be changed

FROM	TO
Course Subject/Number	Course Subject/Number
Units	Units*
Course Title	Course Title (max 100 characters)
Course Short Title	Course Short Title (max 30 characters)
Description The use of quantitative or statistical techniques in managerial decision making.	Description The use of quantitative or statistical techniques in managerial decision making. Students who have taken BUS 706 may not take this course for further credit.
Prerequisite	Prerequisite
Other	Other

* Program requirements may need to be revised when course units are changed. Please review the calendar and submit any relevant program revisions resulting from this course change.

REMINDER: All course changes must be identified on a cover memo and confirmed as approved when submitted to FGSC and SGSC.

▶ CONTACT PERSON

Department / School / Program	Contact name	Contact email
Beedie Graduate Programs	Sharan Minhas	busarcrd@sfu.ca

▶ DEPARTMENTAL APPROVAL

Department Graduate Program Committee	Signature	Date
Ian McCarthy		Feb 25/2016
Department Chair	Signature	Date
Ian McCarthy		Feb 25/2016

▶ FACULTY APPROVAL

Faculty Graduate Studies Committee (FGSC)	Signature	Date

▶ SENATE GRADUATE STUDIES COMMITTEE APPROVAL

Senate Graduate Studies Committee (SGSC)	Signature	Date
Wade Parkhouse		MAR

ADMINISTRATIVE SECTION (for DGS office only)
Course Attribute: _____
Course Attribute Value: _____
Instruction Mode: _____
Attendance Type: _____

If different from regular units:
Academic Progress Units: _____
Financial Aid Progress Units: _____

Graduate Course Change

Attach a separate document if more space is required.

Course Subject/Number BUS 706	Units 2	Effective Term and Year Fall 2016

Course Title Business Analytics

Rationale for Change:
Coding this course as equivalent will allow students who transfer from one program to another to apply the course taken during one program to the program requirements of a difference program, when the course material is considered equivalent. As well, this coding change will prevent students from receiving credit for two or three courses that have essentially the same content.

Proposed Changes (Check all that apply)

☐ Course number ☐ Units* ☐ Title ☑ Description ☐ Prerequisite ☐ Other _____

Complete only the fields to be changed

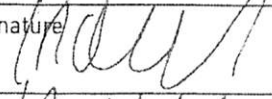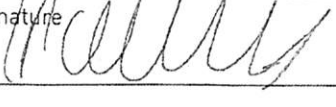| FROM	TO
Course Subject/Number	Course Subject/Number
Units	Units*
Course Title	Course Title (max 100 characters)
Course Short Title	Course Short Title (max 30 characters)
Description The use of quantitative or statistical techniques in managerial decision making.	Description The use of quantitative or statistical techniques in managerial decision making. Students who have taken BUS 553 may not take this course for further credit.
Prerequisite	Prerequisite
Other	Other

* Program requirements may need to be revised when course units are changed. Please review the calendar and submit any relevant program revisions resulting from this course change.

REMINDER: All course changes must be identified on a cover memo and confirmed as approved when submitted to FGSC and SGSC.

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Ian McCarthy		Feb 25/2016

▦▶ FACULTY APPROVAL

Faculty Graduate Studies Committee (FGSC)	Signature	Date

▦▶ SENATE GRADUATE STUDIES COMMITTEE APPROVAL

Senate Graduate Studies Committee (SGSC)	Signature	Date
Wade Parkhouse		MAR 1 7 2016

ADMINISTRATIVE SECTION (for DGS office only)
Course Attribute: _____
Course Attribute Value: _____
Instruction Mode: _____
Attendance Type: _____

If different from regular units:
Academic Progress Units: _____
Financial Aid Progress Units: _____

Graduate Course Change

Attach a separate document if more space is required.

Course Subject/Number BUS 645	Units 2	Effective Term and Year Fall 2016

Course Title Comprehensive Exam

Rationale for Change: to accurately reflect content in course

Proposed Changes (Check all that apply)

☐ Course number ☐ Units* ☑ Title ☐ Description ☐ Prerequisite ☐ Other _____

Complete only the fields to be changed

FROM	TO
Course Subject/Number	Course Subject/Number
Units	Units*
Course Title Comprehensive Examination	Course Title (max 100 characters) Capstone Simulation
Course Short Title	Course Short Title (max 30 characters)
Description	Description
Prerequisite	Prerequisite
Other	Other

* Program requirements may need to be revised when course units are changed. Please review the calendar and submit any relevant program revisions resulting from this course change.

REMINDER: All course changes must be identified on a cover memo and confirmed as approved when submitted to FGSC and SGSC.

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Senate Graduate Studies Committee (SGSC)	Signature	Date
Wade Parkhouse		MAR 1 7 2016

ADMINISTRATIVE SECTION (for DGS office only)
Course Attribute: _____
Course Attribute Value: _____
Instruction Mode: _____
Attendance Type: _____

If different from regular units:
Academic Progress Units: _____
Financial Aid Progress Units: _____

SFU SIMON FRASER UNIVERSITY
GRADUATE STUDIES & POSTDOCTORAL FELLOWS

Graduate Course Change

Attach a separate document if more space is required.

Course Subject/Number BUS 729	Units 2	Effective Term and Year Fall 2016

Course Title Comprehensive Exam

Rationale for Change: to accurately reflect content in course

Proposed Changes (Check all that apply)

☐ Course number ☐ Units* ☑ Title ☐ Description ☐ Prerequisite ☐ Other _____

Complete only the fields to be changed

FROM	TO
Course Subject/Number	Course Subject/Number .
Units	Units*
Course Title Comprehensive Examination	Course Title (max 100 characters) Capstone Simulation
Course Short Title	Course Short Title (max 30 characters)
Description	Description
Prerequisite	Prerequisite
Other	Other

* Program requirements may need to be revised when course units are changed. Please review the calendar and submit any relevant program revisions resulting from this course change.

REMINDER: All course changes must be identified on a cover memo and confirmed as approved when submitted to FGSC and SGSC.

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Faculty Graduate Studies Committee (FGSC)	Signature	Date

SENATE GRADUATE STUDIES COMMITTEE APPROVAL

Senate Graduate Studies Committee (SGSC)	Signature	Date
Wade Parkhouse		MAR 17 2016

ADMINISTRATIVE SECTION (for DGS office only)
Course Attribute: _____
Course Attribute Value: _____
Instruction Mode: _____
Attendance Type: _____

If different from regular units:
Academic Progress Units: _____
Financial Aid Progress Units: _____

Graduate Course Change

Attach a separate document if more space is required.

Course Subject/Number BUS 782	Units 2	Effective Term and Year Fall 2016

Course Title Comprehensive Exam

Rationale for Change: to accurately reflect content in course

Proposed Changes (Check all that apply)

☐ Course number   ☐ Units*   ☑ Title   ☐ Description   ☐ Prerequisite   ☐ Other _____

Complete only the fields to be changed

FROM	TO
Course Subject/Number	Course Subject/Number
Units	Units*
Course Title Comprehensive Examination	Course Title (max 100 characters) Capstone Simulation
Course Short Title	Course Short Title (max 30 characters)
Description	Description
Prerequisite	Prerequisite
Other	Other

* Program requirements may need to be revised when course units are changed. Please review the calendar and submit any relevant program revisions resulting from this course change.

REMINDER: All course changes must be identified on a cover memo and confirmed as approved when submitted to FGSC and SGSC.

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Ian McCarthy		Feb 25/2016
Department Chair	Signature	Date
Michael Johnson		Feb 25/2016

▸ FACULTY APPROVAL

Faculty Graduate Studies Committee (FGSC)	Signature	Date

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Senate Graduate Studies Committee (SGSC)	Signature	Date
Wade Parkhouse		MAR 1 7 2016

ADMINISTRATIVE SECTION (for DGS office only)
Course Attribute: _____
Course Attribute Value: _____
Instruction Mode: _____
Attendance Type: _____

If different from regular units:
Academic Progress Units: _____
Financial Aid Progress Units: _____