

# BUSINESS ADMINISTRATION

*Department of Business and Economics*

## FACULTY

### PROFESSOR(S)

R. K. Kadiyala, B.Sc. (Andhra), M.Sc. (Purdue), Ph.D. (Western Ontario)

### ASSOCIATE PROFESSOR(S)

D. V. Galotta, B.Comm. (Hons), M.B.A. (Queen's), C.M.A.;  
P. Matthews, B.Sc., B.Sc. (McGill), M.B.A. (Concordia)

### ASSISTANT PROFESSOR(S)

C. Denomme, B.B.A. (Hons) (Laurentian-Algoma), M.B.A. (Windsor);  
H. Hornstein, B.A. (Laurentian), Certificate of Honours Standing (University of Western Ontario), M.Sc., Ph.D. (Calgary);  
H. Luitel, M.A. (Tribhuvan University), Ph.D. (West Virginia University)

### ADJUNCT PROFESSOR(S)

C.B. Willson, B.A. (Toronto), LL.B. (Western Ontario), LL.M. (London School of Economics and Political Science)

### SESSIONAL FACULTY

R. Beggs, B.Sc. (Lakehead), M.B.A. (York);  
J. Borrelli, B.B.A. (Hons) (Laurentian-Algoma), C.A.;  
M. Brant, B.B.A. (Laurentian - Algoma), C.M.A., C.G.A.;  
E. M. Bumbacco, B.B.A. (Notre Dame);  
F. Carlyle, Dip. Marketing & Sales Management (UBC), B.A. (Simon Fraser);  
A. Evans, B.B.A. (Laurentian-Algoma), C.A.;  
A. Gordon, B.A. (Trinity Western), B.Ed. (Alberta), M.B.A. (Lansbridge);  
N. Gore, B.Comm. (University of British Columbia), M.I.R. (Toronto);  
S. Hussey, B.Comm. (Carleton), C.A.;  
H. Linfors, B.Comm. (Laurentian), M.B.A. (Alberta);  
L. Little, B.A. (Hons) (Windsor), M.B.A. (LSSU);  
J. W. Mitchell, B.Math (Waterloo), C.M.A.;  
J. Rebek, B.B.A. (Hons) (Laurentian-Algoma), M.A. (Royal Roads University);  
N. Robinson, B.Comm (Carleton), Inter'N M.B.A. (Ottawa);  
A. Rossi, B.A. (Wilfred Laurier), C.A.;  
J. Stefanizzi, B.Comm. (Hons) (Carleton), C.A.;  
R. Tarantini, B.B.A. (Laurentian-Algoma), M.B.A. (Windsor);  
B. Zinser, B.A. (University of Illinois), M.B.A. (Northwestern University)

## BRAMPTON CAMPUS SESSIONAL FACULTY

J. Bird, Honours B. Comm (Lakehead), M.B.A. (McMaster), CHRP;  
G. Culli, M.Sc.(Mathematic Sciences & Education), Ph.D. (Tirana);  
D. Deering, B.A. (Western Ontario), M.B.A. (Wilfrid Laurier), CHRP;  
R. Deklerk, Hons. B.Comm (Windsor);  
M.B.A. (Lincoln), C.G.A., CIA, CFSA;  
J. Ganczarski, B.S. (University of State of New York), M.Sc. (Aspeny), Ph.D. (Northcentral);  
A. Mahmood, B. Comm. (Hons)(Ryerson), M.B.A. (Stanford), C.A., C.F.A.;  
K. Munn, LL.B. (Osgoode), B.A.Sc. (Occupational Health and Safety)(Ryerson);  
O. Obioye, M.B.A. (Middlesex);  
P. Ostrowski, B.Sc. (Hons.)(Toronto), M.B.A.(Toronto), M.Eng. (Toronto), Ph.D.(Capella);  
C. Polvorosa, B.A. (Philippines); M. Policy Science (National Graduate Institute for Policy Studies), G.Dip. (York);  
B. Rashid, M.B.A. (IBA, Karachi), M.Sc. (Project Management)(Cranfield), DBA (Reading), C.M.A.;  
S. Rupra, B.A. (McMaster); HR Mgt Cert. (York), CHRP;  
S. Stein, B.Sc. (Hons.)(Toronto), M.B.A. (McMaster), C.A.

## PROFESSOR(S) EMERITUS

J.S. You, B.A., M.A. (Seoul), Ph.D. (S.U.N.Y)

## DEGREE REQUIREMENTS

Please refer to the general regulations pertaining to academic programs.

## BACHELOR OF BUSINESS ADMINISTRATION (Honours) Single Major

The following requirements apply to both the Bachelor of Business Administration (Honours) degree and the Bachelor of Business Administration degree.

### First Year

ADMN 1016	Introduction to Canadian Business
ADMN 1126	Understanding and Using Financial Information
ADMN 1206	Business Communications and Qualitative Decision Making
ADMN 1207	Quantitative Management Decision-Making
ADMN 1306	Commercial Law
ECON 1006	Introduction to Microeconomics
ECON 1007	Introduction to Macroeconomics

9 elective credits

### Second Year

ADMN 2017	Managing the Non-for-Profit Organization
ADMN 2406	Social and Ethical Issues in Business
ADMN 2607	Introduction to Management Science
ADMN 3126	Marketing Concepts
ADMN 3127	Services Marketing
STAT 2606	Business Statistics

12 elective credits

### Third Year

ADMN 3106	Management Accounting & Control I
ADMN 3107	Management Accounting & Control II
ADMN 3116	Financial Management I
ADMN 3117	Financial Management II
ADMN 3136	Organizational Behaviour
ADMN 3137	Management of Human Resources

12 elective credits

Fourth Year  
 ADMN 4046 Operations Management  
 ADMN 4076 International Business  
 ADMN 4606 Business Strategy and Policy I  
 ADMN 4607 Business Strategy and Policy II  
 ADMN 4876 Management of Small Enterprises  
 15 elective credits

\* A minimum grade of 60% is required in each core course to satisfy the requirements of the Bachelor of Business Administration (72 credits)

**BACHELOR OF BUSINESS ADMINISTRATION**

**SUMMARY OF MINORS**

Minors in Accounting, Business, Human Resources Management, Marketing and Economics are available to students who are qualifying for a degree program. In all cases, students will be expected to respect all course prerequisite requirements.

**Minor in Business (non-B.B.A. students)**

ADMN 1016 Introduction to Canadian Business  
 ADMN 1126 Principles of Accounting I or  
 ADMN 2556 Accounting & Finance for Non-Business Students  
 18 upper-year ADMN credits

**Minor in Accounting**

ADMN 1126 Principles of Accounting I  
 ADMN 1127 Principles of Accounting II

18 credits from:

ADMN 2106 Intermediate Accounting I  
 ADMN 2107 Intermediate Accounting II  
 ADMN 3106 Management Accounting & Control I  
 ADMN 3107 Management Accounting & Control II  
 ADMN 4176 Electronic Data Processing – Auditing  
 ADMN 4177 External Auditing II  
 ADMN 4816 Personal Taxation: An Accounting Perspective  
 ADMN 4817 Corporate Taxation: An Accounting Perspective  
 ADMN 4827 External Auditing I  
 ADMN 4836 Advanced Accounting Topics I  
 ADMN 4837 Advanced Accounting Topics II  
 ADMN 4856 Information Systems  
 ADMN 4866 Advanced Cost Accounting I

**Minor in Human Resources Management**

24 credits comprised of the following courses:

ADMN 3136\* Organizational Behaviour  
 ADMN 3137\* Management of Human Resources  
 ADMN 2906 Occupational Health & Safety Management  
 ADMN 2916 Compensation  
 ADMN 2926 Training & Development  
 ADMN 3206 Human Resource Planning  
 ADMN 3216 Recruitment & Selection  
 ADMN 4976 Industrial & Labour Relations in Canada

\* Plus 6 additional ADMN credits for B.B.A. students as ADMN 3136/3137 cannot be applied toward both the B.B.A. and the Minor in Human Resources Management

**Minor in Marketing**

ADMN 3126\* Marketing Concepts  
 ADMN 3127\* Services Marketing

\*18 upper year marketing courses selected from:

ADMN 2617 Business Statistics II  
 ADMN 4336 Marketing Communications  
 ADMN 4346 Marketing for Non-profit Organizations  
 ADMN 4367 Advanced Marketing Planning  
 ADMN 4376 International Marketing  
 ADMN 4896 Current Topics I (*only marketing specific topics apply*)  
 ADMN 4897 Current Topics II (*only marketing specific topics apply*)  
 ADMN 4936 Marketing Research I  
 ADMN 4937 Marketing on the Internet  
 ADMN 4946 Consumer Behaviour  
 ADMN 4947 Advertising Theory & Practice  
 ADMN 4957 Marketing Research II  
 ADMN 4995 Research Project

\* Plus 6 additional ADMN credits for BBA students as ADMN 3126/3127 cannot be applied toward both the BBA and the Minor in Marketing

**BACHELOR OF ARTS (General) Single Major ACCOUNTING**

The B.A. (General) in Accounting is available only on a part-time basis. Students may require more than three years to complete it.

Students who have completed STAT 2606 and ADMN 2606/2607 will not be granted credit for courses of a similar nature in other disciplines. See “Introductory Statistics Course Equivalence”.

First Year  
 ADMN 1126\* Understanding and Using Financial Information  
 ADMN 1127\* Principles of Accounting  
 ECON 1006 Introduction to Microeconomics  
 ECON 1007 Introduction to Macroeconomics

18 additional credits of which 6 must be from Group I (Humanities) and 6 from Group III (Science) (COSC 1701 and 1702 are recommended)

Second Year  
 ADMN 2106 Intermediate Accounting I  
 ADMN 2107 Intermediate Accounting II  
 ADMN 3106 Management Accounting & Control I  
 ADMN 3107 Management Accounting & Control II  
 18 elective credits (ADMN 1016 and 1017 are recommended)

Third Year  
 ADMN 4816 Personal Taxation: An Accounting Perspective  
 ADMN 4817 Corporate Taxation: An Accounting Perspective  
 ADMN 4827 External Auditing I  
 ADMN 4836 Advanced Accounting Topics I  
 ADMN 4837 Advanced Accounting Topics II  
 3 credits from:  
 ADMN 4856 Information Systems  
 ADMN 4866 Advanced Cost Accounting  
 12 elective credits

\* Minimum grade of 60% required.

### **BACHELOR OF ARTS (General) Combined Major ACCOUNTING**

Students should refer to the general regulations pertaining to combined major programs. A combined major in the three-year B.A. program requires 30 credits in each of two disciplines. The Accounting requirements for the combined major are:

First Year:  
 ADMN 1126\* Understanding & Using Financial Information  
 ADMN 1127\* Principles of Accounting  
 ECON 1006 Introduction to Microeconomics  
 ECON 1007 Introduction to Macroeconomics

Second Year:  
 ADMN 2106 Intermediate Accounting I  
 ADMN 2107 Intermediate Accounting II  
 ADMN 3106 Management Accounting & Control I  
 ADMN 3107 Management Accounting & Control II

Third Year:  
 ADMN 4836 Advanced Accounting Topics I  
 ADMN 4837 Advanced Accounting Topics II

6 additional credits in Accounting from:  
 ADMN 4816 Personal Taxation: An Accounting Perspective  
 ADMN 4817 Corporate Taxation: An Accounting Perspective  
 ADMN 4827 External Auditing I  
 ADMN 4856 Information Systems  
 ADMN 4857 Accounting and Decision-Making in the Public Sector  
 ADMN 4866 Advanced Cost Accounting Topics I

\* Minimum grade of 60% required.

### **CONTINUATION IN MANAGEMENT**

Subject to regulations, some of which limit the number of non-Arts courses which can be taken for credit in a B.A. program, and which require Arts courses in a B.Sc. program, students in programs other than Business Administration may obtain a Continuation in Management by completing the following courses:

First Year:  
 ADMN 1016 Foundations of Management  
 ADMN 1207 Quantitative Management Decision-Making

Second Year:  
 ADMN 1126 Understanding and Using Financial Information  
 ADMN 2017 Managing the Not-For-Profit Organization

Third Year:  
 ADMN 3136 Organizational Behaviour  
 ADMN 3137 Management of Human Resources

### **CERTIFICATE PROGRAMS**

**The following certificate programs are not available to Bachelor of Business Administration degree students.**

### **CERTIFICATE IN BUSINESS**

The Certificate in Business is a one-year program designed for students whose main interest is in acquiring basic knowledge and skills in business to enter or re-enter the work force quickly. It is suitable for students who already hold another degree but desire some business skills to complement their work experience and previous education. All courses taken as part of the Certificate in Business may be applied toward a Bachelor of Business Administration degree should the student meet the entrance requirements of that degree. Students may complete the Certificate in Business on either a full-time or part-time basis by completing the following courses:

ADMN 1016 Foundations of Management  
 ADMN 1126 Understanding and Using Financial Information  
 ADMN 1127 Principles of Accounting  
 ADMN 1207 Quantitative Management Decision-Making  
 ADMN 1306 Commercial Law  
 ECON 1006 Introduction to Microeconomics  
 ECON 1007 Introduction to Macroeconomics

Additional 9 credits in upper-year ADMN courses (recommended courses include ADMN 2017, ADMN 3136 or ADMN 3137)

### **CERTIFICATE IN HUMAN RESOURCES MANAGEMENT**

ADMN 2556 Finance and Accounting for Non Business students (*not available to B.B.A. students*)  
 ADMN 3136 Organizational Behaviour  
 ADMN 3137 Management of Human Resources  
 ADMN 2906 Occupational Health and Safety Management  
 ADMN 2916 Compensation  
 ADMN 2926 Training and Development  
 ADMN 3206 Human Resource Planning  
 ADMN 3216 Recruitment and Selection  
 ADMN 4976 Industrial and Labour Relations in Canada  
 Additional 3 credit ADMN course

**CERTIFICATE IN MARKETING MANAGEMENT**

STAT 2606	Business Statistics
ADMN 2607	Introduction to Management Science
ADMN 3126	Marketing Concepts
ADMN 3127	Service Marketing

18 credits from the following list:

ADMN 2617	Business Statistics II
ADMN 4336	Marketing Communications
ADMN 4346	Marketing for Non-Profit Organizations
ADMN 4367	Advanced Marketing Planning
ADMN 4376	International Marketing
ADMN 4896	Current Topics in Administration II
ADMN 4936	Marketing Research I
ADMN 4937	Marketing on the Internet
ADMN 4946	Consumer Behaviour
ADMN 4947	Advertising Theory and Practice
ADMN 4957	Marketing Research II
ADMN 4995	Research Project

**CERTIFICATE IN ACCOUNTING**

ADMN 2106	Intermediate Accounting I
ADMN 2107	Intermediate Accounting II
ADMN 3106	Management Accounting and Control I
ADMN 3107	Management Accounting and Control II
ADMN 4816	Personal Taxation: An Accounting Perspective
ADMN 4817	Corporate Taxation: An Accounting Perspective
ADMN 4827	External Auditing I
ADMN 4836	Advanced Accounting Topics I
ADMN 4837	Advanced Accounting Topics II

3 credits from:

ADMN 4856	Information Systems
ADMN 4866	Advanced Cost Accounting Topics I

**OTHER PROGRAMS**

In addition to the degree programs above, students may complete credits toward many professional designations. In particular, course exemptions are available for the C.A., C.M.A. and C.G.A. designations. The lists below indicate the current equivalencies between professional designation programs in accounting and Algoma U courses. For more information, and as course equivalencies are subject to change, please consult the appropriate accounting organization. ([www.icaao.on.ca](http://www.icaao.on.ca), [www.cma-ontario.org](http://www.cma-ontario.org), [www.cga-ontario.org](http://www.cga-ontario.org))

**Institute of Chartered Accountants of Ontario (ICAO)**

**Algoma Course ICAO Subject Area**

ADMN 1126/1127	Intro. Financial Accounting
ADMN 2106/2107	Inter. Financial Accounting
ADMN 4836/4837	Financial Accounting
ADMN 4866*	Advanced Accounting
ADMN 3106/3107	Elective Cost and Management Accounting
ADMN 4827/4176/4177	Auditing
ADMN 4816/4817	Taxation
ADMN 4856	Business Information Systems
ADMN 3116/3117	Finance
ECON 1006/1007	Economics
ADMN 1306 or 2306	Law

*\* Required for students enrolled in B.B.A. as of Fall 2008. Recommended for students enrolled in B.B.A. Prior to Fall 2008.*

**Society of Management Accountants of Ontario (SMAO)**

**Algoma Course SMAO Subject Area**

ADMN 1126/1127	Introduction to Financial Accounting
ADMN 2106/2107	Intermediate Financial Accounting
ADMN 4836/4837	Advanced Financial Accounting
STAT 2606, ADMN 2607	Statistics
ADMN 3116/3117	Corporate Finance
ECON 1006/1007	Economics
ADMN 3106	Management Accounting
ADMN 3107	Introductory Management Accounting
ADMN 4866	Intermediate Management Accounting
ADMN 4816/4817	Advanced Taxation
ADMN 4046	Operations Management
ADMN 3136	Human Resource Management
ADMN 3126	Marketing
ADMN 4606/4607	Strategic Management
ADMN 4076	International Business
ADMN 4856	Information Technology
ADMN 4827	Internal Control

**Certified General Accountants Association of Ontario**

<b>Algoma Course</b>	<b>C.G.A. Subject Area</b>
ADMN 1126/1127	Financial Accounting I
ECON 1006/1007	Economics I
ADMN 1306 or 2306	Business Law
ADMN 2106	Financial Accounting II
STAT 2606, ADMN 2607	Business Quantitative Analysis
ADMN 3106/3107	Management Accounting Fundamentals
ADMN 1206	Business Communications
ADMN 2107	Financial Accounting III
ADMN 3116/3117	Corporate Finance Fundamentals
COSC 1702	Managing Information Systems
ADMN 4866	Advanced Management Accounting
ADMN 4827	External Auditing
ADMN 4836/4837	Financial Accounting IV
ADMN 3117	Finance II
ADMN 4816/4817	Personal & Corporate Taxation
ADMN 4856	Information Systems Strategy
ADMN 4176/4177	Advanced External Auditing

**BUSINESS COURSE DESCRIPTIONS****ADMN 1016 Introduction to Canadian Business**

This course surveys the core concepts and topics in business and management. Topics include the function and role of small to large for-profit and not-for-profit organizations, and service and production oriented organizations, within the context of the domestic and global environment. The basic principles of management, finance, marketing, organizational theory, human resources, general operations, and decision processes are introduced. (LEC 3) (3 cr)

**ADMN 1126 Understanding and Using Financial Information**

The main objective of this course is to provide students with an understanding of “the big picture” of the role of financial information in society and in their own lives. Another objective is to increase students’ awareness of ethical and public policy issues. The course begins with an overview of the uses of financial information in decision-making from the perspectives of managers, owners and creditors, the government’s and other users, and then proceeds to examine in more detail issues involving income, cash flows, and economic resources from either management or owners and creditors point of view. The focus of this course is “learning to learn” based on an interactive teaching/learning environment with group/team effort as well as individual effort. Topics are covered in “real world” contexts with examples from a wide variety of organizations including government, international, not-for-profit, manufacturing, and service organizations. In this course students will have ample opportunity to develop their analytical and problem-solving skills as well as their communication skills. *Students may not retain credit for both ADMN 1126 and ADMN 1106. (LEC/TUT 3) (3 cr)*

**ADMN 1127 Principles of Accounting**

This course covers the following topics: partnership accounting, shareholders’ equity accounts, accounting for short-term and long-term liabilities, segment reporting, accounting for manufacturing concerns, budgets and standards, transfer pricing, introduction to financial statement analysis, statement of changes in financial position and introduction to deferred taxes. *Students may not retain credit for both ADMN 1127 and 1107. Prerequisite: 1126. (LEC 3, TUT 1) (3 cr)*

**ADMN 1206 Business Communications and Qualitative Decision-Making**

This course will cover three elements students will need to successfully participate in business organizations: communication (which includes effective writing), basic qualitative research practice, and case analysis. Through a combination of lectures, class discussion, research cases, projects and assignments, the student will gain an appreciation of the importance of identifying relevant information and using it effectively in the business decision-making process, and then, being able to communicate it effectively to desired stakeholder groups. *Students may not retain credit for both ADMN 1206 and ENGL 1561. Enrolment is restricted to students in the B.B.A. program (LEC/EXP/TUT 3) (3 cr)*

**ADMN 1207 Quantitative Management Decision-Making**

This course examines the role of the manager in the contemporary organization and the issues which influence management and administration decision-making in both the public and private sectors. Coverage of topics includes environmental analysis, planning, decision-making, implementation and performance measurement. Decision processes are studied in detail using the case study method. Also examined are theories of management skill development and how they can be applied in the workplace. Students may not retain credit for both ADMN 1017 and ADMN 1207. (CST/TUT 3) (3 cr)

**ADMN 1306 Commercial Law**

This course examines the legal rights and duties of buyers, sellers, employers and employees in Canadian law. Topics discussed will include contracts, insurance, negotiable instruments, business forms, property and credit. *Prerequisite: Admission to the second year of the B.B.A. program. (Students who do not need an ADMN credit should enrol for this course as JURI 2306. (LEC 3) (3 cr)*

**ADMN 2017 Managing the Not-for-Profit Organization**

This course is designed to provide students with the opportunity to apply the principles of management, marketing, finance, and accounting to not-for-profit organizations. This course will emphasize the different approaches used in the decision-making process vis-a-vis for-profit business firms. Some of the topics covered include: deciding goals, priorities and policies, serving the donor as well as the client group, using measures of efficiency and output, and setting management control and evaluation systems. *Prerequisite: ADMN 1207. (CST 3) (3 cr)*

**ADMN 2106 Intermediate Accounting I**

This course provides a detailed treatment of the concepts and procedures involved in corporate external reporting. Specific topics include: cash, current receivables and payables, inventories and fixed assets, supplemented by a thorough study of the impact on the financial statements of alternative accounting treatments for these items. *Prerequisite: ADMN 1127. (LEC/SEM 3) (3cr)*

**ADMN 2107 Intermediate Accounting II**

This course will cover in detail the following topics: shareholders' equity accounts and transactions affecting these accounts, pension plans, deferred tax accounting, inter-corporate investments, CICA recommendations regarding changes in accounting policy, statement of changes in financial position, and the impact of inflation on financial statements. *Prerequisite: ADMN 2106. (LEC/SEM 3) (3 cr)*

**ADMN 2406 Social and Ethical Issues in Business**

This course is designed to give students the opportunity to examine the role and purpose of ethics in business. This leads to a consideration of the importance of Corporate Social Responsibility in regular business operation. It will present methods of moral reasoning, case analysis and resolution of ethical dilemmas as well as scrutinize the relevance of ethical values such as human dignity, honesty, fairness and trust in business activity. *Prerequisite: successful completion of the first two terms of the B.B.A. program or permission of the instructor. This course cannot be used by college transfer students toward the B.B.A. degree. (LEC/SEM 3) (3 cr)*

**ADMN 2556 Finance and Accounting for Non-business Majors**

This course is designed to provide a basic foundation in quantitative analytic and decision-making business skills. It will introduce financial and managerial accounting, and finance concepts, and explain the purpose and limitations of this information as it is used in the management decision-making process. The course will cover topics including: terminology, reporting methodology, the accounting process, interpretation and use of financial statements, sources of finance, capital budgeting, and financial planning. *This course is not available to students enrolled in the Bachelor of Business Administration degree program, the Bachelor of Arts in Accounting, or the Bachelor of Arts in Finance and Economics program. Students may not retain credit for more than one of ADMN 2556, 1126, 3106, 3117 or CESD 2556. This course cannot be used by college transfer students toward the B.B.A. degree. (LEC/TUT 3) (3 cr)*

**ADMN 2607 Introduction to Management Science**

This course includes basic quantitative techniques supporting decision-making for management. Decisions under uncertainty, linear and non-linear optimization, project scheduling (PERT and CPM) and forecasting are the general topics covered. The linear optimization section introduces linear programming, sensitivity analysis and an overview of its extensions. *Prerequisite: STAT 2606. Students may not retain credit for both ADMN 2607 and ECON 2127. (LEC/TUT 3) (3 cr)*

**ADMN 2617 Business Statistics II**

This course is a continuation of STAT 2606 Business Statistics. Students will learn additional data analysis techniques including two-sample tests, analysis of variance, simple and multiple linear regression, nonparametric tests of significance and time series analysis. Some additional techniques may be covered at the instructor's discretion. *Prerequisite: STAT 2606. (LEC/TUT 3) (3 cr)*

**ADMN 2906 Occupational Health and Safety Management**

This course examines Occupational Health and Safety with regard to economic, legal, technical and moral issues and the importance of safe and healthy workplaces, as well as management's leadership role in achieving that objective. Topics include federal and provincial occupational health and safety legislation, hazard identification and control, physical agents, chemical agents, socio-psychological aspects of health and the management of safety programs. *(LEC/EXP 3) (3 cr)*

**ADMN 2916 Compensation**

The course provides an understanding of the complex role that compensation and reward systems play in organizational success. An introduction to the development of a compensation reward system design consistent with organizational strategies and goals will be examined. The course demonstrates the importance and effectiveness of compensation and reward systems given the highly competitive and resource constrained environment facing most organizations. *(LEC/EXP 3) (3 cr)*

**ADMN 2926 Training and Development**

This course provides an overview of the scope and importance of the training and employee development function within public and private sector organizations. Topics will include designing, developing and delivering a training program that focuses on needs assessment, learning objectives and measuring results. Students will also gain a conceptual understanding of the diverse role of the training consultant during organizational change and development. *(LEC/EXP 3) (3 cr)*

**ADMN 3106 Management Accounting & Control I**

An introduction to the uses and limitations of accounting information for management decision making, introduction to product costing, overhead cost analysis, standards costs, variance analysis, contribution accounting, flexible budgeting, responsibility accounting are major topics to be studied. *Prerequisite: ADMN 1126 or 1127. (LEC/TUT 3) (3 cr)*

**ADMN 3107 Management Accounting & Control II**

Selected topics in planning and control are studied: joint costs, cost allocation, transfer pricing, spoilage and defective units, measurement of performance, relevant costing, advanced capital budgeting techniques. *Prerequisite: ADMN 3106. (LEC/TUT 3) (3 cr)*

**ADMN 3116 Financial Management I**

A basic theoretical framework for decision-making in financial management. Emphasis in this course is on financial planning, control, working capital management, short and intermediate term financing. *Prerequisite: ADMN 1126 or 1127. Students may not retain credit for both ADMN 3116 and COMM 2201. (LEC 3) (3 cr)*

**ADMN 3117 Financial Management II**

This course covers the mathematics of capital. Budgeting analysis, the capital structure of the firm, cost of capital, long term financing, valuation of the firm and business failure. *Prerequisite: ADMN 3116 or permission of the instructor. (LEC 3) (3 cr)*

**ADMN 3126 Marketing Concepts**

This course serves to introduce Business students to the concepts and techniques employed by marketing management. The course revolves around a close examination of the marketing mix - product, price, place, and promotion - in a management setting and a competitive business environment. *Prerequisite: ADMN 2007 or 1017. Students may not retain credit for both ADMN 3126 and COMM 2301. (LEC/CST 3) (3 cr)*

**ADMN 3127 Services Marketing**

This course is a study of the principles and practises unique to service providers. The focus of this course is to examine how the marketing of services differs from the traditional marketing principles/concepts applied to goods and the alternative strategies for service providers to improve service market effectiveness, customer interactions, stakeholder satisfaction and profitability. *Prerequisite: ADMN 3126. Students may not retain credit for both ADMN 3127 and COMM 2301. (LEC 2, CST 1) (3 cr)*

**ADMN 3136 Organizational Behaviour**

An examination of the problems and solutions pertaining to managing human resources in complex organizations. Topics covered include organizational socialization, leadership and decision-making, the effective exercise of power and influence, handling organizational conflict, and organizational development. An experiential approach is used. *Students may not retain credit for more than one of ADMN 3136, COMM 2401, or PSYC 2306. (LEC/CST 3) (3 cr)*

**ADMN 3137 Management of Human Resources**

Individual behaviour, group behaviour, and organizational behaviour are studied with a view to developing, within the student, an appreciation of the human factors in administration. Theory will be communicated by means of lectures, seminars, special projects, and assigned readings. Opportunities to apply theory will be provided in a number of ways, including case studies. *Students may not retain credit for more than one of ADMN 3137, COMM 2000 or PSYC 2307. (LEC/EXP 3) (3 cr)*

**ADMN 3206 Human Resource Planning**

This course is designed to examine the multi-faceted approaches and methods used in the effective deployment and management of human resources. Topics such as strategic human resource management, corporate culture, performance management, employment equity, pay equity, human rights, organizational development and behaviour, and labour-management relations are explored, amongst other relevant issues challenging the effective management of the human asset. *Prerequisite: ADMN 3136, ADMN 3137. (LEC/EXP 3) (3 cr)*

**ADMN 3216 Recruitment and Selection**

This course provides a theoretical and practical guide to the human resource function of recruiting and selecting (R&S) staff. Recruitment and selection are presented within both a macro and micro framework, in which the implications of the economic, demographic, organizational and social framework are first examined, and then located within a flourishing strategic human resource model to be applied at the organizational level. Although the practical concerns for Human Resource (HR) practitioners are dealt with, the course examines recruitment and selection from an employee or individual perspective. *Prerequisite: ADMN 3136, ADMN 3137. (LEC/EXP 3) (3 cr)*

**ADMN 4046 Operations Management**

An analysis of the nature and problems of production management. An introduction to the organization and administration of manufacturing activities. Formal organization structure of factories. The fundamentals of the production process: the continuity of manufacturing process, the production cycle, time and capacity utilization, plant layout, organizational and economic aspects of the technical preparation of production: product design; manufacturing methods; time standards; production planning and control. Administration of service activities, inventory control, quality control, preventive maintenance, production budget, cost and investment analysis. *Prerequisite: Successful completion of the first four terms of the B.B.A. program or permission of the instructor. (LEC 3) (3 cr)*

**ADMN 4076 International Business Management**

This course deals with the challenges, opportunities, and problems that face corporations operating outside of their domestic environment. It is designed to grasp the growing interdependence of the world economies which has rendered an understanding of international economic forces an essential task for the business community. The objective of this course is to examine the different aspects of engaging in foreign trade and investment and particularly the competitive thrusts of international players. The focus will be on appreciation of those managerial issues for the unique competitive, socio-cultural, and political environments in which international business takes place and the skills required to deal with these challenges. The students will be required to work on a project dealing with one of the aspects of international business management. *Prerequisite: Successful completion of the first four terms of the B.B.A. program or permission of the instructor. (LEC/CST 3) (3 cr)*

**ADMN 4176 Electronic Data Processing - Auditing**

This course emphasizes auditing in an EDP environment. Topics covered include the review, evaluation and verification of controls within complex computer systems; audit procedures for complex computer systems conversions; and the selection, development and implementation of complex computer-assisted techniques. *Prerequisite: ADMN 4827. (LEC/SEM 3) (3 cr)*

**ADMN 4177 External Auditing II**

This course applies the concepts and techniques of auditing to specific components of the financial statements. Students will be exposed to the basics of performing an audit. Other topics such as operational and comprehensive auditing will be discussed. *Prerequisite: ADMN 4827. (LEC/SEM 3) (3 cr)*

**ADMN 4227 Investment Management**

This course is aimed primarily at the individual wishing to improve his/her own personal financial situation. Course material is intended to: (1) give a broad understanding of the factors affecting investment decisions and the importance of measuring these against the risks involved; (2) relate investment objectives (security of capital, stability of income, capital growth, marketability) with the choice of different investment vehicles. Subject areas to be covered include: calculation of yields; taxation of investment; objective setting; R.R.S.P.s, R.R.I.F.'s, and other sheltered investments; bond valuations; stock valuations; options; warrants; preferreds; and other investments. *Prerequisite: ADMN 3117. (LEC/EXP 3) (3 cr)*

**ADMN 4336 Marketing Communications**

Examines the communication process in marketing and concentrates on the promotional goals and strategy of an enterprise. The course is practically oriented and students examine advertising, personal selling, promotion, sales management and other communication areas. The main objective is to enable students to design and implement a complete promotional campaign for an organization. *Prerequisite: ADMN 3127. (LEC/CST 3) (3 cr)*

**ADMN 4346 Marketing for Non-Profit Organizations**

This course is designed to provide an opportunity for students to apply the principles of marketing management to non-profit organizations. The course will illustrate the different opportunities and problems faced by such organizations and will utilize case studies and live projects to achieve this objective. This course will be particularly relevant to those students enrolled in the CESD program. *Prerequisite: ADMN 3127. (LEC/CST 3) (3 cr)*

**ADMN 4367 Advanced Marketing Planning**

Intended as an integrating capstone course. It emphasizes the application of management tools in situation analysis, planning, organization, integrating, controlling, measuring and evaluating. Aimed at management and planning rather than operating practices and techniques. *Prerequisite: ADMN 3127. (LEC/CST 3) (3 cr)*

**ADMN 4376 International Marketing**

Designed to introduce the student to the nature and practice of international marketing management. The course presupposes prior knowledge of general marketing management and builds on this base to develop an awareness and understanding of the peculiarities of international and multi-national marketing. The subject matter focuses on analysing marketing across national boundaries. The course covers the full range of international marketing operations from the exporter to the multi-national firm. Three main sections of the course are: introduction to the international environment; marketing principles and practices as applied internationally and multi-nationally; and integration and coordination of international marketing programs. *Prerequisite: ADMN 3127. (LEC/CST 3) (3 cr)*

**ADMN 4606 Business Strategy and Policy I**

The objective of this course is to introduce students who have completed their core B.B.A. courses to the area of Business Policy and Strategic Planning. Through the use of cases, readings, and lectures, the course aims to provide an awareness of overall organizational goals, company capabilities and strategic environmental opportunities. *Prerequisite: Successful completion of ADMN 3107, 3117, 3127, and 3137. (SEM 3) (3 cr)*

**ADMN 4607 Business Strategy and Policy II**

This is a continuation of the ADMN 4606 course. It emphasizes strategy implementation as opposed to strategy formulation. Company-wide objectives are set and departmental policies and activities are planned and implemented. Operating the organization according to the plan, appraising and controlling the operations, making changes in objectives, strategy and tactics are the main elements of this course. *Prerequisite: ADMN 4606. (SEM 3) (3 cr)*

**ADMN 4737 Personal Financial Management**

Students learn personal financial management both for employment in the financial services industry and for their own personal use. Topics covered include goal-setting, budgeting, tax planning, debt management, risk management, insurance, investment principles and practice, retirement and estate planning, wills and trusts. Much of the course is based on realistic problems and cases. *Prerequisite: ADMN 1126 or permission of the department. (LEC/EXP) (3 cr)*

**ADMN 4747 Corporate Finance**

Building on the concepts, models and decision situations presented in ADMN 3116 and ADMN 3117, the course exposes students to more advanced, complex and specialized decision situation in the areas of corporate investment, financing, financial planning and management. Applications and case analyses are important aspects of the course. *Prerequisite: ADMN 3116 and ADMN 3117. (LEC 2, CST 1) (3 cr)*

**ADMN 4816 Personal Taxation: An Accounting Perspective**

This course examines the taxation of individuals from an accounting perspective. The course is structured to enable accounting students to apply the tax provisions to realistic situations. The primary teaching approach is the presentation of example taxation problems with solutions which demonstrate the application of various methods. The course starts with liability for income tax and discusses employment, business and property income, and ends with the computation of tax for individuals. *Prerequisite: ADMN 1126 or 1127 or permission of the department. (LEC/CST 3) (3 cr)*

**ADMN 4817 Corporate Taxation: An Accounting Perspective**

This course examines the taxation of corporations from an accounting perspective. The course is structured to enable accounting students to apply the tax provisions to realistic situations. The primary teaching approach is the presentation of example taxation problems with solutions which demonstrate the application of various methods. The course starts with the computation of taxable income for corporations, goes on to deal with the taxation of private corporations, corporate distribution and capital gains deferrals. The course ends with the taxation of trusts and partnerships. *Prerequisite: ADMN 4816 with a minimum of 60%. (LEC/CST 3) (3 cr)*

**ADMN 4827 External Auditing I**

The primary concern of this course is to provide students with an understanding of the theory of auditing and the professional practice environment. Topics covered include reporting matters, professional ethics and legal requirements, theory of audit evidence and internal control evaluation, planning and sampling theory. The course will encompass auditing in both a computerized and non-computerized environment. *Prerequisite: ADMN 2106/2107. (LEC/SEM 3) (3 cr)*

**ADMN 4836 Advanced Accounting Topics I**

The major topics in this course will be business combinations, long-term inter-corporate investments and the preparation of consolidated financial statements. Attention will also be given to accounting for income taxes and to the translation of foreign currency transactions; and foreign currency financial statements. *Prerequisite: ADMN 2106/2107 with a minimum grade of 60%. (LEC/SEM 3) (3 cr)*

**ADMN 4837 Advanced Accounting Topics II**

The major topic in this course will be a consideration of alternatives to the historical cost model of income measurement. Current value models will be considered as will the possibility of adjusting the historical cost model for changes in the general purchasing power of money. Other topics will include earnings per share, statement of changes in financial position, accounting changes and accounting for partnerships. *Prerequisite: ADMN 2106/2107 with a minimum grade of 60%. (LEC/SEM 3) (3 cr)*

**ADMN 4856 Information Systems**

Computer-based information systems are now being recognized as an important resource in organizations. Just as any resource must be managed well, the Information Resource must be planned and controlled effectively. This course covers the relationship of the management process to information needs, and the effective application of computer-based information systems in meeting these needs. Topics covered include: computer systems; transaction processing; decision support systems; file structures and database; systems flowcharting; systems analysis and design; management of information systems. *Prerequisites: an introductory course and ADMN 3106/3107. (LEC/CST 3) (3 cr)*

**ADMN 4866 Advanced Cost Accounting Topics I**

This course is designed to integrate quantitative techniques, such as linear programming, regression analysis, probability theory, decision tree, etc. with selected cost and management accounting topics, such as cost-volume-profit analysis, capital budgeting, variance analysis, etc. This course is aimed at decision-making under conditions of uncertainty and emphasizes the use of quantitative analysis extensively. *Prerequisite: ADMN 3106/3107 and STAT 2606/ADMN 2607. (LEC/CST 3) (3 cr)*

**ADMN 4876 Management of Small Enterprises**

This course is designed to enable students considering careers either in or dealing with small firms to examine realistically the characteristics, opportunities, and risks of this segment of industry. Cases dealing with a variety of operating problems at different stages of the life cycle of small enterprise, as well as with longer range matters such as defining the appropriate marketing niche and growth strategy; financing; building a management team; and planning for the future of the enterprise, comprise the principle focus of the course. *Prerequisite: Successful completion of the first four terms of the B.B.A. program or permission of the instructor. (CST 3) (3 cr)*

**ADMN 4896 Current Topics in Administration I**

This course (like ADMN 4897) provides students with the opportunity to examine various selected topics in Administration. Actual topics will vary from year to year, depending on faculty and student interests. *Prerequisite: Successful completion of the first four terms of the B.B.A. program or permission of the instructor. (LEC/SEM 3) (3 cr)*

**ADMN 4897 Current Topics in Administration II**

This course (like ADMN 4896) provides students with the opportunity to examine various selected topics in Administration. Actual topics will vary from year to year, depending on faculty and student interests. *Prerequisite: Successful completion of the first four terms of the B.B.A. program or permission of the instructor. (LEC/SEM 3) (3 cr)*

**ADMN 4916 Entrepreneurship**

This course focuses on the role of the entrepreneur in business society and includes an analysis of the individual entrepreneur and the nature and problems of the establishment of new business enterprises. The course is primarily for students who are considering the possibility of an entrepreneurial career as a primary career choice or as an alternative to employment in a larger firm. The course will consider the characteristics of the successful entrepreneur, methods of identifying new opportunity areas, starting a new enterprise, tax and legal aspects of new business and financing for initial capital and for growth. *Prerequisite: Successful completion of the first four terms of the B.B.A. program or permission of the instructor. (LEC/CST 3) (3 cr)*

**ADMN 4926 Portfolio Management**

This course is aimed primarily at individuals who intend to pursue a career in corporate finance or investment management. The major emphasis of this course is on the proper design of investment portfolios. Subject areas to be covered include: aggregate market analysis; cyclical analysis of investments; technical market analysis; diversification strategies; capital market theory; individual asset and portfolio risk management; betas; investment screens; and portfolio selection strategies. *Prerequisite: ADMN 3117. (LEC 3) (3 cr)*

**ADMN 4936 Marketing Research I**

This course of study of modern marketing research techniques to aid in the solving of marketing problems. The objectives of the course include: (1) understanding the importance of marketing research; (2) development of survey items and instruments for data collection; (3) data collection methods; (4) advanced data analysis methods using SPSS software; (5) evaluation and the preparation of research proposals; and (6) preparation of marketing research reports. *Prerequisite: ADMN 3127, STAT 2606, ADMN 2617, or permission of the instructor. (SEM 3), (3 cr)*

**ADMN 4937 Marketing on the Internet**

This course examines the integration of the Internet in an organization's marketing strategy. Topics include goals for online marketing, customer communications, interactive internet pages, and customer service issues. *Prerequisite: ADMN 3127. (LEC/CST 3) (3 cr)*

**ADMN 4946 Consumer Behaviour**

The major emphasis of this course is giving students a better basis for understanding consumer markets. This course is practically oriented and includes a project which will enable students to familiarize themselves with the complex system of consumer needs, attitudes, motivation, decisions and behaviour. The general areas to be studied include family life cycle; the analysis of consumer perception, preferences and behaviour; the role of advertising and other marketing communications. *Prerequisite: ADMN 3127. (LEC/CST 3) (3 cr)*

**ADMN 4947 Advertising Theory and Practice**

A study of the principles and practices in various advertising media such as newspapers, radio, television, outdoor and direct mail; consideration of creative methods, consumer behaviour, measurement of effectiveness and coordination with other aspects of the promotional program. *Prerequisite: ADMN 3127. (LEC/CST 3) (3 cr)*

**ADMN 4957 Marketing Research II**

This course is designed to apply the research techniques and methods learned in Marketing Research I. Students will design an original, comprehensive marketing research project to include: developing research problem/issues to be addressed; designing a data collection instrument; collecting, analyzing and interpreting the data; preparing a written report of their findings and making an oral presentation of the findings. *Prerequisite: ADMN 4936. (SEM 3) (3 cr)*

**ADMN 4976 Industrial and Labour Relations in Canada**

The objectives of this course are to provide students with knowledge of the Canadian industrial relations field and collective agreement negotiation and administration. Topics related to the context of industrial relations include the history and development of the labour movement, the legal framework, as well as trends and future prospects. Processes in the labour-management relationship including organizing, negotiating, and administering the collective agreement will also be examined. The course will rely on a combination of lectures, class discussions, case studies, and simulations. *Prerequisite: Successful completion of the first four terms of the B.B.A. or permission of the instructor. (LEC/CST 3) (3 cr)*

**ADMN 4995 Research Project/Thesis in Business Administration**

This course involves a project/thesis performed under the direction of a full-time faculty member in the department. Students should apply to the department with a preliminary research proposal several months before the start of such a course. Admission criteria include submission of a viable research proposal, availability of a full-time faculty member to supervise the research and permission of the department. There is no guarantee that every qualified applicant will be accepted to this course. *Prerequisite: Fourth year status in the B.B.A. program, at least a 75% overall average, and permission of the department. (THESIS) (6 cr)*

**STAT 2606 Business Statistics**

Statistics and probability, statistical measures of central tendency and dispersion, graphical and numerical measures, random variables and probability distributions, binomial, Poisson, and normal distributions. The central limit theorem, point estimation, confidence levels, tests of hypothesis, correlation. *Students may not retain credit for both STAT 2606 and any other introductory statistics course. (LEC/LAB 3) (3 cr)*

**ECONOMICS COURSE DESCRIPTIONS**

*Prerequisites: Unless otherwise noted, registration in courses beyond the first year level normally requires the completion of a university level course in Economics, or permission of the Department.*

**ECON 1006 Introduction to Microeconomics**

Topics include: demand; supply; pricing; competitive firm; profit maximization; monopoly; oligopoly; international trade; and income distribution. *(LEC/TUT 3) (3 cr)*

**ECON 1007 Introduction to Macroeconomics**

Topics include: national income; inflation; unemployment; taxation; exchange rates; money and banking; monetary policy; and fiscal policy. *(LEC/TUT 3) (3 cr)*

**ECON 2026 Introduction to Urban Economics**

Economics of urban areas: growth and structure of urban areas; urban environment, unemployment, education and welfare programs, local taxation. *(LEC 3) (3 cr)*

**ECON 2027 Introduction to Regional Economics**

Economics of Regions: regional structure, trade, activities and growth; economics of location and land use; public policy. *(LEC 3) (3 cr)*

**ECON 2036 Economics of Multi-National Corporations**

The growth of multi-national business, theories of foreign direct investment; operation of multi-national enterprises; parent-subsidiary relationship; multi-national corporations and the nation-state; multi-national corporations and the Canadian economy. *(LEC 3) (3 cr)*

**ECON 2056 Economics of Natural Resources**

Application of economic theory to the development, production and exhaustion of natural resources (energy, fishery, timber, mineral, etc.); resource management, substitution and conservation; contemporary Canadian resource problems. (LEC 3) (3 cr)

**ECON 2057 Environmental Economics and Policies**

This course examines the application of economic analysis to air, water and soil use; the costs and benefits of pollution control; pollution policy in practice; and current regulatory policies. (LEC 3) (3 cr)

**ECON 2065 Introduction to Economic Development**

Perspective on developed and under-developed countries; factors leading to and inhibiting development in third world countries; internal and external factors in development process. (LEC 3) (6 cr)

**ECON 2085 Canadian Economic Problems and Policy**

An application of economic theory to Canadian problems: public ownership and control of business in Canada; financial institutions; patterns of income distribution and equalization measures; social security; regional economic development; foreign trade relations and other current economic problems. (LEC/SEM 3) (6 cr)

**ECON 2106 Microeconomics I**

This course deals with an intermediate treatment of the basic tools of economic analysis and resource allocation. Coverage of topics includes: theories of the behaviour of consumers and firms, the theory of competitive markets and monopoly. *Students may not retain credit for both ECON 2005 and ECON 2106.* (LEC 3) (3 cr)

**ECON 2107 Macroeconomics I**

This is a course in intermediate macro-economic theory. It focuses on the processes that determine the level of national income (GNP), the unemployment rate, interest rates and the rate of inflation within the closed economy model, and analyses the role of government stabilization policies aimed at alleviating the social problems of inflation and unemployment. *Students may not retain credit for more than one of ECON 2015, 3005 and ECON 2107.* (LEC 3) (3 cr)

**ECON 2127 Introduction to the Mathematical Treatment of Economics**

This course examines functions and their diagrammatic representation, elements of analytical geometry, differential calculus including functions of two or more variables, integrals, linear programming graphical solutions, matrices. The emphasis is on the applications of these concepts to economics. *Students may not retain credit for both ECON 2127 and ADMIN 2607.* (LEC 3) (3 cr)

**ECON 2146 The Use, Interpretation and Collection of Economic Statistics**

Methods of visual presentation of data. Practical problems with price indices, the C.P.I., sources and limitations of national income accounts; values and limitation of questionnaires; problems of random sampling. (LEC 3) (3 cr)

**ECON 3016 Public Finance I**

Public revenues and expenditures; theory of social goods; growth in public expenditure; economic analysis of individual taxes. *Prerequisite: ECON 2106, or permission of the department.* (LEC 3) (3 cr)

**ECON 3017 Public Finance II**

Fiscal policy; public debt; fiscal federalism and other contemporary issues. *Prerequisite: ECON 3016 or permission of the department.* (LEC 3) (3 cr)

**ECON 3025 Economic Development of Canada**

An historical examination of the key variables in the economic growth of Canada; natural resources, population, capital, approaches to Canadian economic development. (LEC 3) (6 cr)

**ECON 3065 Economics of Finance**

Corporate financial theory and financial decision-making; methods of financing; present value and opportunity cost concepts; theory of interest; the calculation of yield on debt and equity instruments; the efficient market hypothesis; money markets and financial institutions; the evolution of the Canadian financial system and its national and international aspects. *Students may not retain credit for more than one of ADMIN 3116/3117, COMM 3205 or ECON 3065.* (LEC 3) (6 cr)

**ECON 3076 Money and Financial Markets**

This course examines development and theory of financial institutions, money and capital markets, financial instruments, term structure of interest rates, money supply process, demand for money, and monetary policy. *Students cannot retain credit for ECON 3075 and ECON 3076.* (LEC 3) (3 cr)

**ECON 3077 Management of Financial Institutions**

This course examines development of financial institutions, theory and management of banking and non-banking financial institutions. The course also examines evolution, theory and management of international monetary and financial institutions. *Students cannot retain credit for for ECON 3075 and ECON 3077.* (LEC 3) (3 cr)

**ECON 3106 Microeconomics II**

This course deals with more advanced treatment in microeconomic theory, but the treatment is still at the intermediate level. It includes: theories of imperfectly competitive markets and the markets for factors of production; general equilibrium and welfare economics; an introduction to theory of inter-temporal choices. *Prerequisite: ECON 2106. Students may not retain credit for both ECON 2005 and ECON 3106.* (LEC 3) (3 cr)

**ECON 3107 Macroeconomics II**

The social problems of inflation, unemployment and aggregate economic fluctuation are analyzed more rigorously (than Macroeconomics I -ECON 2107) in the context of a trading economy; the determination of the balance of payments, the exchange rate and the role of government fiscal and monetary policies form a part of the core of this course. *Prerequisite: ECON 2107. Students may not retain credit for more than one of ECON 2015, 3005 and 3107.* (LEC 3) (3 cr)

**ECON 3446 International Trade**

Balance of payments; commodity exchange, trade and production, commercial policy, economic integration, adjustment process, and factor movements. *Prerequisite: ECON 2106 or consent of the department. Students cannot retain credit for ECON 3445 and ECON 3446.* (LEC 3) (3 cr)

### **ECON 3447 International Finance**

International monetary and financial systems, exchange rate regimes, international financial markets, eurocurrency and eurobonds markets, international equity markets, and financing economic development. *Prerequisite: ECON 3446 or consent of the department. Students cannot retain credit for ECON 3445 and ECON 3447. (LEC 3) (3 cr)*

### **ECON 3906 Selected Topics in Economics I**

The topic of this course varies with the instructor and the year. Actual topic reflects the research/teaching interests of the instructor and current world events. *Prerequisite: ECON 1006/7 or consent of the department. (LEC/SEM) (3 cr)*

### **ECON 3907 Selected Topics in Economics II**

The topic of this course varies with the instructor and the year. Actual topic reflects the research/teaching interests of the instructor and current world events. *Prerequisite: ECON 1006/7 or consent of the department. (LEC/SEM) (3 cr)*

### **STAT 2606 Business Statistics**

Statistics and Probability, statistical measures of central tendency and dispersion, graphical and numerical measures, random variables and probability distributions, binomial, Poisson, and normal distributions. The central limit theorem, point estimation, confidence levels, test of hypothesis, correlation. *Students may not retain credit for STAT 2606 and any other introductory statistics course. (LEC/LAB 3) (3cr)*