

## 2019-2020 Undergraduate Calendar

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The information published in this Undergraduate Calendar outlines the rules, regulations, curricula, programs and fees for the 2019-2020 academic year, including the Summer Semester 2019, the Fall Semester 2019 and the Winter Semester 2020.

For your convenience the Undergraduate Calendar is available in PDF format.

If you wish to link to the Undergraduate Calendar please refer to the Linking Guidelines.

The University is a full member of:

- Universities Canada

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# Disclaimer

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## University of Guelph 2019

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The information published in this Undergraduate Calendar outlines the rules, regulations, curricula, programs and fees for the 2019-2020 academic year, including the Summer Semester 2019, the Fall Semester 2019 and the Winter Semester 2020.

The University reserves the right to change without notice any information contained in this calendar, including fees, any rule or regulation pertaining to the standards for admission to, the requirements for the continuation of study in, and the requirements for the granting of degrees or diplomas in any or all of its programs. The publication of information in this calendar does not bind the University to the provision of courses, programs, schedules of studies, or facilities as listed herein.

The University will not be liable for any interruption in, or cancellation of, any academic activities as set forth in this calendar and related information where such interruption is caused by fire, strike, lock-out, inability to procure materials or trades, restrictive laws or governmental regulations, actions taken by faculty, staff or students of the University or by others, civil unrest or disobedience, public health emergencies, or any other cause of any kind beyond the reasonable control of the University.

In the event of a discrepancy between a print version (downloaded) and the Web version, the Web version will apply.

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# Introduction

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## Collection, Use and Disclosure of Personal Information

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Personal information is collected under the authority of the University of Guelph Act (1964), and in accordance with Ontario's Freedom of Information and Protection of Privacy Act (FIPPA) <http://www.e-laws.gov.on.ca/index.html>. This information is used by University officials in order to carry out their authorized academic and administrative responsibilities and also to establish a relationship for alumni and development purposes. Certain personal information is disclosed to external agencies, including the Ontario Universities Application Centre, the Ministry of Training, Colleges and Universities, and Statistics Canada, for statistical and planning purposes, and is disclosed to other individuals or organizations in accordance with the Office of Registrarial Services Departmental Policy on the Release of Student Information. For details on the use and disclosure of this information call the Office of Registrarial Services at the University at (519) 824-4120 or see <http://www.uoguelph.ca/registrar/registrar/index.cfm?index>.

## Disclosure of Personal Information to the Ontario Ministry of Training, Colleges and Universities

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The University of Guelph is required to disclose personal information such as characteristics and educational outcomes to the Minister of Training, Colleges and Universities under s. 15 of the Ministry of Training, Colleges and Universities Act, R.S.O. 1990, Chapter M.19, as amended. The Ministry collects this data for purposes including but not limited to planning, allocating and administering public funding to colleges, universities and other post-secondary educational and training institutions.

Amendments made to the Ministry of Training, Colleges and Universities Act, authorizing the collection and use of personal information from colleges and universities by the Minister which were set out in Schedule 5 of the Childcare Modernization Act, 2014, came into force on March 31, 2015.

The amendments strengthen the ability of the Minister to directly or indirectly collect and use personal information about students as required to conduct research and analysis, including longitudinal studies, and statistical activities conducted by or on behalf of the Ministry for purposes that relate to post-secondary education and training, including,

- i. understanding the transition of students from secondary school to post-secondary education and training,
- ii. understanding student participation and progress, mobility and learning and employment outcomes,
- iii. understanding linkages among universities, colleges, secondary schools and other educational and training institutions prescribed by regulation,
- iv. understanding trends in post-secondary education or training program choices made by students,
- v. understanding sources and patterns of student financial resources, including financial assistance and supports provided by government and post-secondary educational and training institutions,
- vi. planning to enhance the affordability and accessibility of post-secondary education and training and the quality and effectiveness of the post-secondary sector,
- vii. identifying conditions or barriers that inhibit student participation, progress, completion and transition to employment or future post-secondary educational or training opportunities, and
- viii. developing key performance indicators.

Information that the University is required to provide includes but is not limited to: first, middle and last name, Ontario Educational Number, citizenship, date of birth, gender, first three digits of a student's postal code, mother tongue, degree program and major(s) in which the student is enrolled, year of study and whether the student has transferred from another institution.

Further information on the collection and use of student-level enrolment-related data can be obtained from the Ministry of Training, Colleges and Universities website: <https://www.ontario.ca/page/ministry-advanced-education-and-skills-development> (English) or <https://www.ontario.ca/fr/page/ministere-de-lenseignement-superieur-et-de-la-formation-professionnelle> (French) or by writing to the Director, Postsecondary Finance and Information Management Branch, Postsecondary Education Division, 7th Floor, Mowat Block, 900 Bay Street, Toronto, ON M7A 1L2.

An update on Institutional and Ministry of Training, Colleges and Universities Act Notice of Disclosure Activities is posted at <https://www.ontario.ca/page/ministry-advanced-education-and-skills-development>

Frequently Asked Questions related to the Ministry's enrolment and OEN data activities are also posted at: <http://www.tcu.gov.on.ca/pepg/publications/NoticeOfCollection.pdf>

### Authority to Disclose Personal Information to Statistics Canada

The Ministry of Training, Colleges and Universities discloses student-level enrolment-related data it collects from the colleges and universities as required by Statistics Canada in accordance with Section 13 of the Federal Statistics Act. This gives the Ministry authority to disclose personal information in accordance with s. 42(1) (e) of FIPPA

## Notification of Disclosure of Personal Information to Statistics Canada

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For further information, please see the Statistics Canada's web site at <http://www.statcan.ca> and Section XIV Statistics Canada.

## Address for University Communication

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Depending on the nature and timing of the communication, the University may use one of these addresses to communicate with students. Students are, therefore, responsible for checking all of the following on a regular basis:

### Email Address

The University issued email address is considered an official means of communication with the student and will be used for correspondence from the University. Students are responsible for monitoring their University-issued email account regularly. See Section I--Statement of Students' Academic Responsibilities for more information.

### Home Address

Students are responsible for maintaining a current mailing address with the University. Address changes can be made, in writing, through Enrolment Services.

## Name Changes

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The University of Guelph is committed to the integrity of its student records, therefore, each student is required to provide either on application for admission or on personal data forms required for registration, their complete, legal name. Any requests to change a name, by means of alteration, deletion, substitution or addition, must be accompanied by appropriate supporting documentation.

## Student Confidentiality and Release of Student Information Policy Excerpt

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The University undertakes to protect the privacy of each student and the confidentiality of their record. To this end the University shall refuse to disclose personal information to any person other than the individual to whom the information relates where disclosure would constitute an unjustified invasion of the personal privacy of that person or of any other individual. All members of the University community must respect the confidential nature of the student information which they acquire in the course of their work.

Complete policy at <https://uoguelph.civicweb.net/document/68892/ORSInfoReleasePolicy060610.pdf?handle=FF982F8A9AEA4076BE4F3D88147172B8>.

# Learning Outcomes

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On December 5, 2012, the University of Guelph Senate approved five University-wide Learning Outcomes as the basis from which to guide the development of undergraduate degree programs, specializations and courses:

1. Critical and Creative Thinking
2. Literacy
3. Global Understanding
4. Communicating
5. Professional and Ethical Behaviour

These learning outcomes are also intended to serve as a framework through which our educational expectations are clear to students and the broader public; and to inform the process of outcomes assessment through the quality assurance process (regular reviews) of programs and departments.

An on-line guide to the learning outcomes, links to the associated skills, and detailed rubrics designed to support the development and assessment of additional program and discipline-specific outcomes, are available for reference on the [Learning Outcomes website](#).

## 1. Critical and Creative Thinking

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Critical and creative thinking is a concept in which one applies logical principles, after much inquiry and analysis, to solve problems with a high degree of innovation, divergent thinking and risk taking. Those mastering this outcome show evidence of integrating knowledge and applying this knowledge across disciplinary boundaries. Depth and breadth of understanding of disciplines is essential to this outcome.

In addition, **Critical and Creative Thinking** includes, but is not limited to, the following outcomes: **Inquiry and Analysis; Problem Solving; Creativity; and Depth and Breadth of Understanding.**

## 2. Literacy

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Literacy is the ability to extract information from a variety of resources, assess the quality and validity of the material, and use it to discover new knowledge. The comfort in using quantitative literacy also exists in this definition, as does using technology effectively and developing visual literacy.

In addition, **Literacy** includes, but is not limited to, the following outcomes: **Information Literacy, Quantitative Literacy, Technological Literacy, and Visual Literacy.**

## 3. Global Understanding:

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Global understanding encompasses the knowledge of cultural similarities and differences, the context (historical, geographical, political and environmental) from which these arise, and how they are manifest in modern society. Global understanding is exercised as civic engagement, intercultural competence and the ability to understand an academic discipline outside of the domestic context.

In addition, **Global Understanding** includes, but is not limited to, the following outcomes: **Global Understanding, Sense of Historical Development, Civic Knowledge and Engagement, and Intercultural Competence.**

## 4. Communicating

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Communicating is the ability to interact effectively with a variety of individuals and groups, and convey information successfully in a variety of formats including oral and written communication. Communicating also comprises attentiveness and listening, as well as reading comprehension. It includes the ability to communicate and synthesize information, arguments, and analyses accurately and reliably.

In addition, **Communicating** includes, but is not limited to, the following outcomes: **Oral Communication, Written Communication, Reading Comprehension, and Integrative Communication.**

## 5. Professional and Ethical Behaviour

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Professional and ethical behaviour requires the ability to accomplish the tasks at hand with proficient skills in teamwork and leadership, while remembering ethical reasoning behind all decisions. The ability for organizational and time management skills is essential in bringing together all aspects of managing self and others. Academic integrity is central to mastery in this outcome.

In addition, **Professional and Ethical Behaviour** includes, but is not limited to, the following outcomes: **Teamwork, Ethical Reasoning, Leadership, and Personal Organization and Time Management**

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## Bachelor of Commerce (B.Comm.)

The University of Guelph offers an eight semester (20.00 credits) honours program leading to a Bachelor of Commerce degree (B.Comm.). The normal course load is 2.50 credits per semester for a full-time student. The program is of an interdisciplinary nature and designed to give students a sound professional management education with a focus on specific industry sectors or management functions which prepare the graduates for positions of responsibility in particular areas of management and business.

Elective options enable students to select courses which support or complement their primary field of study.

In their first semester, students may be admitted to one of eight specialized majors or enter as “undeclared”. Students in the undeclared first year, must declare a specialized major by the end of semester two in order to gain access to required courses in semester three.

### Bachelor of Commerce Majors

All majors in the Bachelor of Commerce program are also available in the Co-operative Education (Co-op) option. Co-operative Education is not available in Undeclared.

### Undeclared (only available in semesters one and two)

#### Accounting

#### Food and Agricultural Business

#### Hospitality and Tourism Management

#### Management

#### Management Economics and Finance

#### Marketing Management

#### Public Management

#### Real Estate and Housing

In addition to specializing in a major area of study, the B.Comm. core ensures that each major also provides a comprehensive commerce education to all students in the program.

### The B.Comm. Core includes:

#### Year 1

ACCT*1220	[0.50]	Introductory Financial Accounting
ECON*1050	[0.50]	Introductory Microeconomics
ECON*1100	[0.50]	Introductory Macroeconomics
MATH*1030	[0.50]	Business Mathematics
MCS*1000	[0.50]	Introductory Marketing
MGMT*1000	[1.00]	Introduction to Business

#### Year 2

ACCT*2230	[0.50]	Management Accounting
ECON*2560	[0.50]	Introduction to Finance
HROB*2090	[0.50]	Individuals and Groups in Organizations
MCS*2020	[0.50]	Information Management
MGMT*1100	[0.00]	Business Career Preparation

#### Year 3

MGMT*3020	[0.50]	Corporate Social Responsibility
MGMT*3320	[0.50]	Financial Management

#### Year 4

MGMT*4000	[0.50]	Strategic Management
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\* MGMT\*1100 is part of the Career Development Program which is designed to provide students with knowledge and tools to enhance their career readiness skills.

Students who have successfully completed COOP\*1100 will be exempted from MGMT\*1100.

The following core areas are covered through a choice of courses as determined by your major:

- Law  
HROB\*3050, MCS\*3040, REAL\*4840
- Operations  
FARE\*3310, HTM\*3120
- Statistics  
ECON\*2740, PSYC\*1010, STAT\*2060

### Liberal Education Requirement

Other requirements are accommodated by specialized courses within the major or through specific courses chosen by the major from those available on campus.

## Program Information

### Academic Counselling

#### Program Counselling

Students are urged to seek the assistance of the counsellors in the B.Comm. Counselling Office regarding their program and academic regulations, course selection issues, services and resources, and when they are experiencing difficulties that affect their academic progress.

### Departmental Advising

On entering the program, all students are assigned to a departmental Faculty Advisor by major. Students should seek the advice of the Faculty Advisor when they have questions or concerns about courses and academic requirements for their program/major. The Faculty Advisor is also knowledgeable about career opportunities which relate to a student's specific major. The list of Faculty Advisors is available on the [Undergraduate Academic Information Centre website: http://www.uoguelph.ca/uaic/students\\_advisors.shtml](http://www.uoguelph.ca/uaic/students_advisors.shtml) or contact the B.Comm. Counselling Office for further information.

### Special Expenses

Expenses may include cost of field trips and supplies and, for some majors, laboratory coats and other protective clothing.

### Study at Other Universities

Students contemplating study at another university for credit towards a Bachelor of Commerce degree at the University of Guelph should refer to the general regulations governing Letters of Permission in Section VII Degree and Regulations and Procedures in this calendar.

Students must obtain approval for the Letter of Permission prior to undertaking studies at another institution. Approval of the request depends on good standing in the program with a minimum cumulative average of 60%.

The total limit of credits taken on a Letter of Permission is 2.50 based on the University of Guelph's credit system.

### Study Abroad

Global understanding and perspectives are regarded as being of central importance among the university's learning objectives, as they are, also, in understanding the international business environment. On both of these accounts, students enrolled in the B.Comm. program are urged to participate in one of the several exchange and study abroad programs specifically designed for the Commerce program. Planning for such participation is best undertaken quite early in the course of studies. For more specific information on possible opportunities refer to Section V -- International Study of the calendar or contact the B.Comm. program counsellor.

### Continuation of Studies

Students are advised to consult the regulations for Continuation of Study within the program which are outlined in detail in Section VIII -- Undergraduate Degree Regulations and Procedures.

### Conditions of Graduation

To qualify for a Bachelor of Commerce degree, the student must satisfy the following conditions:

- The student must successfully complete 1.50 credits from the Liberal Education Requirement list.
- The student must successfully complete a minimum of 20.00 approved credits, in accordance with the Schedule of Studies for the specified major, including the Liberal Education Requirement.
- The student must successfully pass Business Career Preparation [MGMT\*1100] or Introduction to Co-operative Education [COOP\*1100]
- Students will not be eligible to graduate while on probationary or required-to-withdraw status.

### Career Development Program

The Career Development Program provides students with knowledge and tools to enhance their career readiness skills, leading to a greater level of confidence and success when approaching the career search process. Through a series of activities that would span over each year of the Bachelor of Commerce Program, including a mandatory Business Career Preparation Course [MGMT\*1100]\*, students will be guided through a framework for career management and steps to create a personal “career toolkit”.

\*Students who have successfully completed [COOP\*1100] will be exempted from [MGMT\*1100]

### Liberal Education Requirement

The Liberal Education Requirement is designed to provide the student with exposure to and some understanding of a range of disciplines in the Arts, Humanities, Social Sciences, and Mathematical and Natural Sciences.

The Liberal Education Requirement consists of 1.50 credits. The course prefixes listed below **cannot** be used to satisfy the Liberal Education Requirement:

- ACCT Accounting
- BUS Business
- ECON Economics
- FARE Food, Agricultural and Resource Economics
- HROB Human Resources and Organizational Behaviour
- HTM Hospitality and Tourism Management
- MGMT Management
- MCS Marketing and Consumer Studies

## REAL Real Estate and Housing

**Free Electives**

Free Electives allow students to select courses that support or complement their primary field of study. Students may select undergraduate courses from any department, including Commerce/Business related courses, provided any individual course restrictions and prerequisites are satisfied. These courses can be at any year level.

The total number of Free Electives allowed varies by major (refer to the Schedule of Studies for details). Free Electives cannot be used to fulfill Required Core courses, Restricted Electives or Liberal Education Electives, but they could contribute to the total number of credits required for graduation.

**Honours Minor**

A minor is a group of courses which provide exposure to and mastery of the fundamental principles of a subject. A minor consists of a minimum of 5.00 credits (normally 10 courses). It may also require certain other courses from other areas to be taken along with the specified courses of the minor. A minor is taken in conjunction with a major. Students cannot earn a minor in the same subject area as their major. Additionally, students in the BComm program are not permitted to earn a minor in Business or Business Economics. For a list of Minors, please see Specializations and Their Degrees.

Given the professional and applied nature of the B.Comm program, there are no double majors associated with the degree.

**Double Counting of Credits**

A maximum of 2.50 credits required in a major program may be applied to meet the requirements of a minor. Courses used to meet the Liberal Education requirement may not double-count toward the requirements of their major but may double-count towards the completion of a minor.

**Schedule of Studies**

Courses specified in the schedule of studies are required courses and must be completed successfully. A full course load normally involves 2.50 credits per semester. Part-time study is also possible although students should discuss this option with their Program Counsellor or Faculty Advisor.

**Undeclared (UND)****Gordon S. Lang School of Business and Economics**

Applicants to the B.Comm program who want a flexible introduction to business studies should consider entering as an unspecialized student. Students must declare one of the eight majors in order to gain access to required courses. This must be done no later than the end of semester two.

**Liberal Education Requirement**

As part of the graduation requirement all students within the B.Comm Program are required to complete 1.50 credits from at least two different subject prefixes as listed under the B.Comm. Program Information section of the undergraduate calendar.

**Major****Semester 1**

ECON*1050	[0.50]	Introductory Microeconomics
MATH*1030	[0.50]	Business Mathematics
MGMT*1000	[1.00]	Introduction to Business

One of:

HTM*1070	[0.50]	Responsible Tourism Policy and Planning *
HTM*1700	[0.50]	Foodservice Management *
MATH*1200	[0.50]	Calculus I *
POLS*1400	[0.50]	Issues in Canadian Politics *
PSYC*1000	[0.50]	Introduction to Psychology
REAL*1820	[0.50]	Real Estate and Housing *
0.50 elective		

\* These courses are offered in the Fall semester only

**Semester 2**

ACCT*1220	[0.50]	Introductory Financial Accounting
ECON*1100	[0.50]	Introductory Macroeconomics
HROB*2090	[0.50]	Individuals and Groups in Organizations
MCS*1000	[0.50]	Introductory Marketing
0.50 electives		

Notes:

1. Students interested in choosing the ACCT major should take ACCT\*1220 during the Fall semester instead of the 0.50 elective. ACCT\*1240 Applied Financial Accounting will then be taken in the Winter semester.
2. Students interested in choosing the FAB Major should take FARE\*1400 Economics of the Agri-Food System instead of HROB\*2090 and the 0.50 electives during the Winter Semester.
3. Students interested in choosing the MGMT major should take MGMT\*1200 Principles of Management instead of ACCT\*1220 in the Winter semester.
4. Students who select MATH\*1200 do not also need to complete MATH\*1030.

Students leaning towards a certain major may use their electives to take courses in that area. Undeclared students are encouraged to meet with a B.Comm. program counsellor for advice on elective selection. Further information on selecting electives for the Undeclared first year can be found on the B.Comm. Program Counselling Office website: <https://www.uoguelph.ca/business/bcomm>

**Accounting (ACCT)****Department of Management, Gordon S. Lang School of Business and Economics**

By combining the conceptual and quantitative elements of accounting while promoting the integration of theory and practice, the accounting major provides graduates with the academic requirements for the postgraduate pursuit of a Professional Accounting designation. Students will develop the technical, analytical, evaluative and communication skills needed for a successful career in accounting and related management areas.

The program provides a strong foundation of accounting and general business knowledge while allowing significant opportunity to develop breadth and depth of knowledge in related areas of study.

Students pursuing a professional accounting designation should visit the Department of Management website for links to the requirements.

Elective options enable students to select courses which support or complement their primary field of study.

**Degree Requirements (20.00 Total Credits)**

13.00 - Required Core Courses

1.00 - Restricted Electives (see semester 7 & 8)

0.00 – MGMT\*1100 (Business Career Preparation)

1.50 - Liberal Education Electives

4.50 - Free Electives

The recommended program sequence is outlined below.

**Major****Semester 1**

ACCT*1220	[0.50]	Introductory Financial Accounting
ECON*1050	[0.50]	Introductory Microeconomics
MATH*1030	[0.50]	Business Mathematics
MGMT*1000	[1.00]	Introduction to Business

**Semester 2**

ACCT*1240	[0.50]	Applied Financial Accounting
ECON*1100	[0.50]	Introductory Macroeconomics
HROB*2090	[0.50]	Individuals and Groups in Organizations
MCS*1000	[0.50]	Introductory Marketing

0.50 electives

**Semester 3**

ACCT*2230	[0.50]	Management Accounting
MCS*2020	[0.50]	Information Management
MGMT*1100	[0.00]	Business Career Preparation
STAT*2060	[0.50]	Statistics for Business Decisions

1.00 electives

**Semester 4**

ACCT*3330	[0.50]	Intermediate Financial Accounting I
ECON*2560	[0.50]	Introduction to Finance
MCS*3040	[0.50]	Business and Consumer Law
MGMT*3320	[0.50]	Financial Management

0.50 electives

**Semester 5**

ACCT*3280	[0.50]	Auditing I
ACCT*3340	[0.50]	Intermediate Financial Accounting II
ACCT*3350	[0.50]	Taxation
HROB*2290	[0.50]	Human Resources Management

0.50 electives

**Semester 6**

ACCT*3230	[0.50]	Intermediate Management Accounting
FARE*3310	[0.50]	Operations Management
MGMT*3020	[0.50]	Corporate Social Responsibility

1.00 electives

**Semester 7 - Fall**

ACCT*4220	[0.50]	Advanced Financial Accounting
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**Semester 8 - Winter**

ACCT*4230	[0.50]	Advanced Management Accounting
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**Semester 7 or 8 - Fall or Winter**

MGMT*4000	[0.50]	Strategic Management
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Two of:

ACCT*4270	[0.50]	Auditing II
ACCT*4290	[0.50]	IT Auditing and Data Analytics
ACCT*4340	[0.50]	Accounting Theory



ACCT*4350	[0.50]	Income Taxation II
ACCT*4440	[0.50]	Integrated Cases in Accounting

2.50 electives

**Note:** ACCT\*4270 and ACCT\*4350 are offered in the Fall only. ACCT\*4290, ACCT\*4340 and ACCT\*4440 are offered in the Winter only. Students may take MGMT\*4000 in either Fall or Winter.

### Accounting (Co-op) (ACCT:C)

#### Department of Management, Gordon S. Lang School of Business and Economics

By combining the conceptual and quantitative elements of accounting while promoting the integration of theory and practice, the accounting major provides graduates with the academic requirements for the postgraduate pursuit of a Professional Accounting designation. Students will develop the technical, analytical, evaluative and communication skills needed for a successful career in accounting and related management areas.

The program provides a strong foundation of accounting and general business knowledge while allowing significant opportunity to develop breadth and depth of knowledge in related areas of study.

Students pursuing a professional accounting designation should visit the Department of Management website for links to the requirements.

Elective options enable students to select courses which support or complement their primary field of study.

The Co-op program in Accounting is designed to facilitate the transition of students from academic studies to a professional career by enhancing the integration of theory and practice.

#### Program Requirements

The Co-op program in Accounting is a five year program including four work terms. Students must complete a Fall and Winter work term, and must follow the academic work schedule (also found on the Co-operative Education website: <https://www.recruitguelph.ca/cccs/>). Please refer to the Co-operative Education program policy with respect to adjusting this schedule.

#### Accounting Academic and Co-op Work Term Schedule

Year	Fall	Winter	Summer
1	Academic Semester 1	Academic Semester 2 COOP*1100	Off
2	Academic Semester 3	COOP*1000 Work Term I	Academic Semester 4
3	Academic Semester 5	COOP*2000 Work Term II	Academic Semester 6
4	COOP*3000 Work Term III	COOP*4000 Work Term IV	Off
5	Academic Semester 7	Academic Semester 8	N/A

To be eligible to continue in the Co-op program, students must meet a minimum 70% cumulative average requirement after second semester, as well as meet all work term requirements. Please refer to the Co-operative Education program policy with respect to work term performance grading, work term report grading and program completion requirements.

For additional program information students should consult with their Co-op Co-ordinator and Co-op Faculty Advisor, listed on the Co-operative Education web site.

### Credit Summary (21.50 Total Credits)

13.00 - Required Core Courses

1.00 - Restricted Electives (see semester 7 &amp; 8)

1.50 - Liberal Education Electives

4.50 - Free Electives

1.50 – Co-op work terms

**Note:** A minimum of three Co-op work terms including a Fall and Winter are necessary to complete the Co-op requirement. \*A fourth Co-op work term is optional and if completed, the total number of credits will equal 22.00

The recommended program sequence is outlined below.

### Major

#### Semester 1 -- Fall

ACCT*1220	[0.50]	Introductory Financial Accounting
ECON*1050	[0.50]	Introductory Microeconomics
MATH*1030	[0.50]	Business Mathematics
MGMT*1000	[1.00]	Introduction to Business

#### Semester 2 -- Winter

ACCT*1240	[0.50]	Applied Financial Accounting
COOP*1100	[0.00]	Introduction to Co-operative Education
ECON*1100	[0.50]	Introductory Macroeconomics
HROB*2090	[0.50]	Individuals and Groups in Organizations
1.00 electives		

#### Semester 3 -- Fall

ACCT*2230	[0.50]	Management Accounting
ACCT*3330	[0.50]	Intermediate Financial Accounting I
MCS*1000	[0.50]	Introductory Marketing
STAT*2060	[0.50]	Statistics for Business Decisions
0.50 electives		

#### Winter Semester

COOP*1000	[0.50]	Co-op Work Term I
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#### Semester 4 -- Summer

ACCT*3280	[0.50]	Auditing I
ACCT*3340	[0.50]	Intermediate Financial Accounting II
ACCT*3350	[0.50]	Taxation
MCS*2020	[0.50]	Information Management
0.50 electives		

#### Semester 5 -- Fall

ECON*2560	[0.50]	Introduction to Finance
FARE*3310	[0.50]	Operations Management
HROB*2290	[0.50]	Human Resources Management
1.00 electives		

#### Winter Semester

COOP*2000	[0.50]	Co-op Work Term II
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#### Semester 6 -- Summer

ACCT*3230	[0.50]	Intermediate Management Accounting
MCS*3040	[0.50]	Business and Consumer Law
MGMT*3020	[0.50]	Corporate Social Responsibility
MGMT*3320	[0.50]	Financial Management
0.50 electives		

#### Fall Semester

COOP*3000	[0.50]	Co-op Work Term III (Eight month work term in conjunction with COOP*4000)
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#### Winter Semester

COOP*4000	[0.50]	Co-op Work Term IV (Eight month work term in conjunction with COOP*3000)
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#### Semester 7 - Fall

ACCT*4220	[0.50]	Advanced Financial Accounting
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#### Semester 8 - Winter

ACCT*4230	[0.50]	Advanced Management Accounting
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#### Semester 7 or 8 - Fall or Winter

MGMT*4000	[0.50]	Strategic Management
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Two of:

ACCT*4270	[0.50]	Auditing II
ACCT*4290	[0.50]	IT Auditing and Data Analytics
ACCT*4340	[0.50]	Accounting Theory
ACCT*4350	[0.50]	Income Taxation II
ACCT*4440	[0.50]	Integrated Cases in Accounting

2.50 electives

**Note:** ACCT\*4270 and ACCT\*4350 are offered in the Fall only. ACCT\*4290, ACCT\*4340 and ACCT\*4440 are offered in the Winter only. Students may take MGMT\*4000 in either Fall or Winter.

### Food and Agricultural Business (FAB)

#### Department of Food, Agricultural and Resource Economics, Ontario Agricultural College

In this major, students will acquire the management education needed to succeed in the dynamic and innovative food and agribusiness industries. Building on an understanding of economic theory and applied methods in both the Canadian and the global context, the program prepares graduates with technical, entrepreneurial and leadership skills for a variety of professional opportunities in industry, government agencies and non-governmental organizations. The major provides a complete foundation for further studies leading to a graduate degree or professional accounting designation.

The major is administered by the Department of Food, Agricultural and Resource Economics in the Ontario Agricultural College and students are urged to consult the faculty advisor.

### Degree Requirements (20.00 Total Credits)

15.50 - Required Core Courses

1.00 - Restricted Electives (from lists)

0.00 – MGMT\*1100 (Business Career Preparation)

1.50 - Liberal Education Electives

2.00 - Free Electives

### Major

#### Semester 1

ECON*1050	[0.50]	Introductory Microeconomics
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MATH*1030	[0.50]	Business Mathematics
MCS*1000	[0.50]	Introductory Marketing
MGMT*1000	[1.00]	Introduction to Business

**Semester 2**

ACCT*1220	[0.50]	Introductory Financial Accounting
ECON*1100	[0.50]	Introductory Macroeconomics
FARE*1400	[1.00]	Economics of the Agri-Food System

0.50 electives or restricted electives

**Semester 3**

ECON*2310	[0.50]	Intermediate Microeconomics
ECON*2740	[0.50]	Economic Statistics
HROB*2090	[0.50]	Individuals and Groups in Organizations
MCS*2020	[0.50]	Information Management
MGMT*1100	[0.00]	Business Career Preparation

0.50 electives or restricted electives

**Semester 4**

ACCT*2230	[0.50]	Management Accounting
ECON*2410	[0.50]	Intermediate Macroeconomics
ECON*2770	[0.50]	Introductory Mathematical Economics
FARE*2410	[0.50]	Agri-food Markets and Policy

0.50 electives or restricted electives

**Semester 5**

ECON*2560	[0.50]	Introduction to Finance
ECON*3740	[0.50]	Introduction to Econometrics
FARE*3310	[0.50]	Operations Management
MGMT*3020	[0.50]	Corporate Social Responsibility
MGMT*3320	[0.50]	Financial Management

**Semester 6**

FARE*4240	[0.50]	Futures and Options Markets
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2.00 electives or restricted electives

**Semester 7**

FARE*3030	[0.50]	The Firm and Markets
FARE*4370	[0.50]	Food & Agri Marketing Management
MGMT*4000	[0.50]	Strategic Management

One of:

HROB*3050	[0.50]	Employment Law
MCS*3040	[0.50]	Business and Consumer Law
REAL*4840	[0.50]	Housing and Real Estate Law

0.50 electives or restricted electives

**Semester 8**

AGR*4600	[1.00]	Agriculture and Food Issues Problem Solving
FARE*4000	[0.50]	Agricultural and Food Policy
FARE*4220	[0.50]	Advanced Agribusiness Management

0.50 electives or restricted electives

**Restricted Electives**

A minimum of 1.00 credits from the following list:

FARE*1300	[0.50]	Poverty, Food & Hunger
FARE*2700	[0.50]	Survey of Natural Resource Economics
FARE*3170	[0.50]	Cost-Benefit Analysis
FARE*3250	[0.50]	Food and International Development
FARE*4210	[0.50]	World Agriculture, Food Security and Economic Development
FARE*4290	[0.50]	Land Economics
FARE*4310	[0.50]	Resource Economics
FARE*4360	[0.50]	Marketing Research
FARE*4500	[0.50]	Decision Science
FARE*4550	[0.50]	Independent Studies I
FARE*4560	[0.50]	Independent Studies II

**Food and Agricultural Business (Co-op) (FAB:C)****Department of Food, Agricultural and Resource Economics, Ontario Agricultural College**

In this major, students will acquire the management education needed to succeed in the dynamic and innovative food and agribusiness industries. Building on an understanding of economic theory and applied methods in both the Canadian and the global context, the program prepares graduates with technical, entrepreneurial and leadership skills for a variety of professional opportunities in industry, government agencies and non-governmental organizations. The major provides a complete foundation for further studies leading to a graduate degree or professional accounting designation.

A principal aim of the Co-op program in Food and Agricultural Business is to facilitate the transition of students from academic studies to a professional career by enhancing the integration of theory and practice.

The major is administered by the Department of Food, Agricultural and Resource Economics in the Ontario Agricultural College and students are urged to consult the faculty advisor.

**Program Requirements**

The Co-op program in Food and Agricultural Business is a five year program, including five work terms. Students must complete a Fall, Winter and Summer work term and must follow the academic work schedule as outlined below (also found on the Co-operative Education website: <https://www.recruitguelph.ca/cecs/>). Please refer to the Co-operative Education program policy with respect to adjusting this schedule.

**Food and Agricultural Business Academic and Co-op Work Term Schedule**

Year	Fall	Winter	Summer
1	Academic Semester 1	Academic Semester 2	Off
2	Academic Semester 3 COOP*1100	Academic Semester 4	COOP*1000 Work Term I
3	COOP*2000 Work Term II	Academic Semester 5	COOP*3000 Work Term III
4	Academic Semester 6	COOP*4000 Work Term IV	COOP*5000 Work Term V
5	Academic Semester 7	Academic Semester 8	N/A

To be eligible to continue in the Co-op program, students must meet a minimum 70% cumulative average requirement after second semester, as well as meet all work term requirements. Please refer to the Co-operative Education program policy with respect to work term performance grading, work term report grading and program completion requirements.

For additional program information students should consult with their Co-op Co-ordinator and Co-op Faculty Advisor, listed on the Co-operative Education web site.

**Credit Summary (22.00 Total Credits)\***

15.50 - Required Core Courses

1.00 - Restricted Electives (from lists)

1.50 - Liberal Education Electives

2.00 – Free Electives

2.00 Co-op Work Terms

**Note:** A minimum of four Co-op work terms including a Summer, Fall, and Winter are necessary to complete the Co-op requirement. \*A fifth Co-op work term is optional and if completed the total number of credits will equal 22.50.

The recommended program sequence is outlined below.

**Major****Semester 1 - Fall**

ECON*1050	[0.50]	Introductory Microeconomics
MATH*1030	[0.50]	Business Mathematics
MCS*1000	[0.50]	Introductory Marketing
MGMT*1000	[1.00]	Introduction to Business

**Semester 2 - Winter**

ACCT*1220	[0.50]	Introductory Financial Accounting
ECON*1100	[0.50]	Introductory Macroeconomics
FARE*1400	[1.00]	Economics of the Agri-Food System

0.50 electives or restricted electives

**Semester 3 - Fall**

COOP*1100	[0.00]	Introduction to Co-operative Education
ECON*2310	[0.50]	Intermediate Microeconomics
ECON*2740	[0.50]	Economic Statistics
HROB*2090	[0.50]	Individuals and Groups in Organizations
MCS*2020	[0.50]	Information Management

0.50 electives or restricted electives

**Semester 4 - Winter**

ACCT*2230	[0.50]	Management Accounting
ECON*2410	[0.50]	Intermediate Macroeconomics
ECON*2770	[0.50]	Introductory Mathematical Economics
FARE*2410	[0.50]	Agri-food Markets and Policy

0.50 electives or restricted electives

**Summer Semester**

COOP*1000	[0.50]	Co-op Work Term I
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**Fall Semester**

COOP*2000	[0.50]	Co-op Work Term II (Eight month work term Summer/Fall)
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**Semester 5 - Winter**

ECON*2560	[0.50]	Introduction to Finance
ECON*3740	[0.50]	Introduction to Econometrics
FARE*3310	[0.50]	Operations Management

FARE*4240	[0.50]	Futures and Options Markets
MGMT*3320	[0.50]	Financial Management

**Summer Semester**

COOP*3000	[0.50]	Co-op Work Term III
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**Semester 6 - Fall**

MGMT*3020	[0.50]	Corporate Social Responsibility
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2.00 electives or restricted electives

**Winter Semester**

COOP*4000	[0.50]	Co-op Work Term IV
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(Eight month work term in conjunction with COOP\*5000)

**Summer Semester**

COOP*5000	[0.50]	Co-op Work Term V
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(Eight month work term in conjunction with COOP\*4000)

**Semester 7 - Fall**

FARE*3030	[0.50]	The Firm and Markets
FARE*4370	[0.50]	Food & Agri Marketing Management
MGMT*4000	[0.50]	Strategic Management

One of:

HROB*3050	[0.50]	Employment Law
MCS*3040	[0.50]	Business and Consumer Law
REAL*4840	[0.50]	Housing and Real Estate Law

0.50 electives or restricted electives

**Semester 8 - Winter**

AGR*4600	[1.00]	Agriculture and Food Issues Problem Solving
FARE*4000	[0.50]	Agricultural and Food Policy
FARE*4220	[0.50]	Advanced Agribusiness Management

0.50 electives or restricted electives

**Restricted Electives**

A minimum of 1.00 credits from the following list:

FARE*1300	[0.50]	Poverty, Food & Hunger
FARE*2700	[0.50]	Survey of Natural Resource Economics
FARE*3170	[0.50]	Cost-Benefit Analysis
FARE*3250	[0.50]	Food and International Development
FARE*4210	[0.50]	World Agriculture, Food Security and Economic Development
FARE*4290	[0.50]	Land Economics
FARE*4310	[0.50]	Resource Economics
FARE*4360	[0.50]	Marketing Research
FARE*4500	[0.50]	Decision Science
FARE*4550	[0.50]	Independent Studies I
FARE*4560	[0.50]	Independent Studies II

**Hospitality and Tourism Management (HTM)****School of Hospitality, Food and Tourism Management, Gordon S. Lang School of Business and Economics**

The Hospitality and Tourism Management (HTM) major prepares students to assume positions of responsibility within the world's largest industry.

In the first two years of study, students are introduced to foundational business skills and knowledge; and provided with an in-depth overview of the industry's three sectors: hotel and lodging; restaurant and foodservice; and tourism.

By the end of the second year, students must choose one of those sectors as their area of emphasis. For the remainder of the program, the courses and learning opportunities that students encounter have one goal: to help them cultivate the knowledge, skills and understanding required of a managerial leader in their chosen area.

Topics of study for all three areas of emphasis includes:

- human resources management;
- marketing;
- accounting;
- communications

The hotel and lodging area includes:

- operations;
- event management;
- design

The restaurant and foodservice area includes:

- food systems;
- restaurant management;
- beverage management

The tourism area includes:

- planning and development;
- sustainability;
- international tourism

An integral part of the HTM major is experiential learning, which means that theory is balanced with practice. Students are encouraged to participate in guided learning opportunities outside the conventional classroom, such as independent study courses, study abroad, and numerous networking events with industry leaders.

**Additional information:**

- 1200 hours of verified work experience in the hospitality and tourism industry is required for students to be eligible for graduation.
- 700 hours of hospitality and tourism work experience must be completed before a student enters Semester 7.

Elective options enable students to select courses that support or complement their area of emphasis. Examples:

1. Students may use a combination of courses from their major, liberal education and free electives to earn the Certificate in Leadership. For information about this certificate and its course requirements, see <http://www.leadershipcertificate.com/>
2. Students interested in languages and/or participating in study abroad programs may use a combination of their liberal education or free electives to study one or more of the various languages taught at the University or to take courses while abroad.
3. Students interested in independent study courses (e.g. HTM\*4130, HTM\*4140, HTM\*4150, HTM\*4500) may use a combination of their restricted or free electives to study one or more of these special topic courses. For more information regarding current offerings, students should consult the Faculty Advisor.

**Degree Requirements (20.00 Total Credits)**

13.50 - Required Core Courses

3.50 - Area of Emphasis (Restricted Electives)

0.00 – MGMT\*1100 (Business Career Preparation)

1.50 - Liberal Education Electives

1.50 - Free Electives

**Major****Semester 1**

ECON*1050	[0.50]	Introductory Microeconomics
HTM*1700	[0.50]	Foodservice Management
MCS*1000	[0.50]	Introductory Marketing
MGMT*1000	[1.00]	Introduction to Business

**Semester 2**

ACCT*1220	[0.50]	Introductory Financial Accounting
ECON*1100	[0.50]	Introductory Macroeconomics
HTM*1160	[0.50]	Lodging Operations
MATH*1030	[0.50]	Business Mathematics

0.50 electives or areas of emphasis

**Semester 3**

HTM*1070	[0.50]	Responsible Tourism Policy and Planning
MCS*3040	[0.50]	Business and Consumer Law

One of:

ECON*2740	[0.50]	Economic Statistics
STAT*2060	[0.50]	Statistics for Business Decisions

**Semester 4**

MCS*2020	[0.50]	Information Management
MGMT*1100	[0.00]	Business Career Preparation

**Semester 3 or 4**

ACCT*2230	[0.50]	Management Accounting
HROB*2090	[0.50]	Individuals and Groups in Organizations
HTM*2010	[0.50]	Hospitality and Tourism Business Communications
HTM*2030	[0.50]	Control Systems in the Hospitality Industry

1.00 electives or areas of emphasis

**Semester 5 or 6**

ECON*2560	[0.50]	Introduction to Finance
HROB*2290	[0.50]	Human Resources Management
HTM*3080	[0.50]	Marketing Strategy for Hospitality Managers
HTM*3120	[0.50]	Service Operations Analysis
MGMT*3020	[0.50]	Corporate Social Responsibility
MGMT*3320	[0.50]	Financial Management

2.00 electives or areas of emphasis

**Semester 7 or 8**

HTM*4080	[0.50]	Experiential Learning and Leadership in the Hospitality and Tourism Industry
HTM*4190	[0.50]	Hospitality and Tourism Industry Consultation
HTM*4250	[0.50]	Hospitality Revenue Management
MGMT*4000	[0.50]	Strategic Management

3.00 electives or areas of emphasis

## Areas of Emphasis

Students in the Hospitality and Tourism Management (HTM) major choose one of the three areas of emphasis: Hotel and Lodging; Restaurant and Foodservice; or Tourism. Students should declare an area of emphasis by semester 4 in order to facilitate course selection for their chosen area. See the HTM Academic Advisor to declare your area of emphasis.

### Hotel and Lodging

#### Semester 4, 6 or 8

HTM\*2070 [0.50] Event Management

#### Semester 5 or 7

HTM\*3060 [0.50] Lodging Management

#### Semester 7

HTM\*4090 [0.50] Hospitality Development, Design and Sustainability

#### Semester 8

HTM\*4060 [0.50] Advanced Lodging Management

1.50 credits of:

EDRD*3160	[0.50]	International Communication
FARE*4360	[0.50]	Marketing Research
HROB*2200	[0.50]	Labour Relations
HTM*3160	[0.50]	Destination Management and Marketing
HTM*3180	[0.50]	Casino Operations Management
MGMT*4260	[0.50]	International Business
REAL*1820	[0.50]	Real Estate and Housing
REAL*2820	[0.50]	Real Estate Finance
REAL*3810	[0.50]	Real Estate Market Analysis
REAL*3890	[0.50]	Property Management
REAL*4820	[0.50]	Real Estate Appraisal
REAL*4840	[0.50]	Housing and Real Estate Law

### Restaurant and Foodservice

#### Semester 4, 5 or 6

HTM\*2700 [0.50] Understanding Foods

#### Semester 5 or 6

HTM\*3090 [1.00] Restaurant Operations Management

#### Semester 8

HTM\*4110 [0.50] Advanced Food Service Operations

1.50 credits of:

FOOD*3700	[0.50]	Sensory Evaluation of Foods
HROB*3010	[0.50]	Compensation Systems
HROB*3070	[0.50]	Recruitment and Selection
HROB*3090	[0.50]	Training and Development
HROB*4060	[0.50]	Human Resource Planning
HTM*2070	[0.50]	Event Management
HTM*2740	[0.50]	Cultural Aspects of Food
HTM*3030	[0.50]	Beverage Management
HTM*3780	[0.50]	Managing Food in Canada
HTM*4050	[0.50]	Wine and Oenology
MCS*3010	[0.50]	Quality Management
NUTR*1010	[0.50]	Introduction to Nutrition

### Tourism

#### Semester 6

GEOG\*3490 [0.50] Tourism and Environment

HTM\*3160 [0.50] Destination Management and Marketing

#### Semester 8

FARE\*4360 [0.50] Marketing Research

HTM\*4170 [0.50] International Tourism

1.50 credits of:

ECON*2100	[0.50]	Economic Growth and Environmental Quality
ECON*2650	[0.50]	Introductory Development Economics
ECON*4830	[0.50]	Economic Development
EDRD*3400	[0.50]	Sustainable Communities
EDRD*3500	[0.50]	Recreation and Tourism Planning
EDRD*4010	[0.50]	Tourism Planning in the Less Developed World
GEOG*1220	[0.50]	Human Impact on the Environment
GEOG*2210	[0.50]	Environment and Resources
HTM*2070	[0.50]	Event Management
HTM*3180	[0.50]	Casino Operations Management
LARC*2820	[0.50]	Urban and Regional Planning
MCS*3030	[0.50]	Research Methods

## Hospitality and Tourism Management Co-op (HTM:C)

### School of Hospitality, Food and Tourism Management, Gordon S. Lang School of Business and Economics

The Hospitality and Tourism Management (HTM) major prepares students to assume positions of responsibility within the world's largest industry.

In the first two years of study, students are introduced to foundational business skills and knowledge; and provided with an in-depth overview of the industry's three sectors: hotel and lodging; restaurant and foodservice; and tourism.

By the end of the second year, students must choose one of those sectors as their area of emphasis. For the remainder of the program, the courses and learning opportunities that students encounter have one goal: to help them cultivate the knowledge, skills and understanding required of a managerial leader in their chosen area.

Topics of study for all three areas of emphasis includes:

- human resources management;
- marketing;
- accounting;
- communications

The hotel and lodging area includes:

- operations;
- event management;
- design

The restaurant and foodservice area includes:

- food systems;
- restaurant management;
- beverage management

The tourism area includes:

- planning and development;
- sustainability;
- international tourism

The principal aim of the Hospitality and Tourism Management Co-op program is to facilitate the transition of students from academic studies to a professional work life by enhancing the integration of theory and practice. The focus on experiential learning means that theory is balanced with practice. Students are encouraged to participate in guided learning opportunities outside the conventional classroom, such as independent study courses, study abroad and numerous networking events with industry leaders. Team work is a significant part of the core courses.

Elective options enable students to select courses that support or complement their primary field of study. Examples:

1) Students may use a combination of courses from their major, liberal education and free electives to earn the Certificate in Leadership. For information about this certificate and its course requirements, see <http://www.leadershipcertificate.com/>

2) Students interested in languages and/or participating in study abroad programs may use a combination of their liberal education or free electives to study one or more of the various languages taught at the University or to take courses while abroad.

3) Students interested in independent study courses (e.g. HTM\*4500, HTM\*4130, HTM\*4140, HTM\*4150) may use a combination of their restricted or free electives to study one or more of these special topic courses. For more information regarding current offerings, students should consult the Faculty Advisor.

### Program Requirements

The Co-op program in Hospitality and Tourism Management is a five year program, including three work terms. Students must complete a Fall, Winter and Summer work term, and must follow the academic work schedule as outlined below (also found on the Co-operative Education website: <https://www.recruitguelph.ca/cecs/>). Please refer to the Co-operative Education program policy with respect to adjusting this schedule.

Hospitality and Tourism Management Academic and Co-op Work Term Schedule

Year	Fall	Winter	Summer
1	Academic Semester 1	Academic Semester 2	Off
2	Academic Semester 3 COOP*1100	Academic Semester 4	COOP*1000 Work Term I
3	COOP*2000 Work Term II	COOP*3000 Work Term III	Off
4	Academic Semester 5	Academic Semester 6	Off
5	Academic Semester 7	Academic Semester 8	N/A

To be eligible to continue in the Co-op program, students must meet a minimum 70% cumulative average requirement after second semester, as well as meet all work term requirements. Please refer to the Co-operative Education program policy with respect to work term performance grading, work term report grading and program completion requirements.

For additional program information students should consult with their Co-op Co-ordinator and Co-op Faculty Advisor, listed on the Co-operative Education web site.

### Credit Summary (21.50 Total Credits)

13.50 - Required Core Courses

3.50 - Area of Emphasis (Restricted Electives)

1.50 - Liberal Education Electives

1.50 - Free Electives

1.50 – Co-op Work Terms

**Note:** Three Co-op work terms including a Summer, Fall, and Winter are necessary to complete the Co-op requirement.

The recommended program sequence is outlined below.

## Major

### Semester 1 - Fall

ECON*1050	[0.50]	Introductory Microeconomics
HTM*1700	[0.50]	Foodservice Management
MCS*1000	[0.50]	Introductory Marketing
MGMT*1000	[1.00]	Introduction to Business

### Semester 2 - Winter

ACCT*1220	[0.50]	Introductory Financial Accounting
ECON*1100	[0.50]	Introductory Macroeconomics
HTM*1160	[0.50]	Lodging Operations
MATH*1030	[0.50]	Business Mathematics

0.50 electives or areas of emphasis

### Semester 3 - Fall

COOP*1100	[0.00]	Introduction to Co-operative Education
HTM*1070	[0.50]	Responsible Tourism Policy and Planning
MCS*3040	[0.50]	Business and Consumer Law

One of:

ECON*2740	[0.50]	Economic Statistics
STAT*2060	[0.50]	Statistics for Business Decisions

### Semester 4 - Winter

MCS*2020	[0.50]	Information Management
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### Semester 3 or 4 - Fall or Winter

ACCT*2230	[0.50]	Management Accounting
HROB*2090	[0.50]	Individuals and Groups in Organizations
HTM*2010	[0.50]	Hospitality and Tourism Business Communications
HTM*2030	[0.50]	Control Systems in the Hospitality Industry

1.00 electives or areas of emphasis

### Summer Semester

COOP*1000	[0.50]	Co-op Work Term I
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### Fall Semester

COOP*2000	[0.50]	Co-op Work Term II
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### Winter Semester

COOP*3000	[0.50]	Co-op Work Term III
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### Semester 5 or 6 - Fall or Winter

ECON*2560	[0.50]	Introduction to Finance
HROB*2290	[0.50]	Human Resources Management
HTM*3080	[0.50]	Marketing Strategy for Hospitality Managers
HTM*3120	[0.50]	Service Operations Analysis
MGMT*3020	[0.50]	Corporate Social Responsibility
MGMT*3320	[0.50]	Financial Management

2.00 electives or areas of emphasis

### Semester 7 or 8 - Fall or Winter

HTM*4080	[0.50]	Experiential Learning and Leadership in the Hospitality and Tourism Industry
HTM*4190	[0.50]	Hospitality and Tourism Industry Consultation
HTM*4250	[0.50]	Hospitality Revenue Management
MGMT*4000	[0.50]	Strategic Management

3.00 electives or areas of emphasis

### Areas of Emphasis

Students in the Hospitality and Tourism Management (HTM) major choose one of the three areas of emphasis: Hotel and Lodging; Restaurant and Foodservice; or Tourism. Students should declare an area of emphasis by semester 4 in order to facilitate course selection for their chosen area. See the HTM Academic Advisor to declare your area of emphasis.

#### Hotel and Lodging

##### Semester 4, 6 or 8 - Winter

HTM*2070	[0.50]	Event Management
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##### Semester 5 or 7 - Fall

HTM*3060	[0.50]	Lodging Management
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##### Semester 7 - Fall

HTM*4090	[0.50]	Hospitality Development, Design and Sustainability
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##### Semester 8 - Winter

HTM*4060	[0.50]	Advanced Lodging Management
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1.50 credits of:

EDRD*3160	[0.50]	International Communication
FARE*4360	[0.50]	Marketing Research
HROB*2200	[0.50]	Labour Relations

HTM*3160	[0.50]	Destination Management and Marketing
HTM*3180	[0.50]	Casino Operations Management
MGMT*4260	[0.50]	International Business
REAL*1820	[0.50]	Real Estate and Housing
REAL*2820	[0.50]	Real Estate Finance
REAL*3810	[0.50]	Real Estate Market Analysis
REAL*3890	[0.50]	Property Management
REAL*4820	[0.50]	Real Estate Appraisal
REAL*4840	[0.50]	Housing and Real Estate Law

### Restaurant and Foodservice

#### Semester 4, 5 or 6 - Fall or Winter

HTM*2700	[0.50]	Understanding Foods
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#### Semester 5 or 6 - Fall or Winter

HTM*3090	[1.00]	Restaurant Operations Management
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#### Semester 8 - Winter

HTM*4110	[0.50]	Advanced Food Service Operations
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1.50 credits of:

FOOD*3700	[0.50]	Sensory Evaluation of Foods
HROB*3010	[0.50]	Compensation Systems
HROB*3070	[0.50]	Recruitment and Selection
HROB*3090	[0.50]	Training and Development
HROB*4060	[0.50]	Human Resource Planning
HTM*2070	[0.50]	Event Management
HTM*2740	[0.50]	Cultural Aspects of Food
HTM*3030	[0.50]	Beverage Management
HTM*3780	[0.50]	Managing Food in Canada
HTM*4050	[0.50]	Wine and Oenology
MCS*3010	[0.50]	Quality Management
NUTR*1010	[0.50]	Introduction to Nutrition

### Tourism

#### Semester 6 - Winter

GEOG*3490	[0.50]	Tourism and Environment
HTM*3160	[0.50]	Destination Management and Marketing

#### Semester 8 - Winter

FARE*4360	[0.50]	Marketing Research
HTM*4170	[0.50]	International Tourism

1.50 credits of:

ECON*2100	[0.50]	Economic Growth and Environmental Quality
ECON*2650	[0.50]	Introductory Development Economics
ECON*4830	[0.50]	Economic Development
EDRD*3400	[0.50]	Sustainable Communities
EDRD*3500	[0.50]	Recreation and Tourism Planning
EDRD*4010	[0.50]	Tourism Planning in the Less Developed World
GEOG*1220	[0.50]	Human Impact on the Environment
GEOG*2210	[0.50]	Environment and Resources
HTM*2070	[0.50]	Event Management
HTM*3180	[0.50]	Casino Operations Management
LARC*2820	[0.50]	Urban and Regional Planning
MCS*3030	[0.50]	Research Methods

## Management (MGMT)

### Department of Marketing, Gordon S. Lang School of Business and Economics

The major in Management provides a balanced foundation of management knowledge and strategic leadership skills that will enable graduates to one day work as professional managers and organizational leaders. The major focuses on broad, transferrable competencies within the academic discipline of management (i.e., planning and goal setting, strategy development and execution, managerial decision making, designing organizational structure, managing change and innovation, motivating individuals and teams, managerial communication, negotiation and conflict management), while simultaneously providing the flexibility to explore a wide range of courses in other business disciplines. This major is well suited to students with a strong interest in the core skills of management who wish to develop a broad understanding and expertise in business management.

Courses extend beyond the traditional lecture based format to include community based group projects, guest lecturers, in-class simulations and case-based learning to help link academic expertise and theory with industry practice. Experiential learning is an integral part of the major, and occurs through the integration of industry examples in the classroom, and a required management capstone course that takes a consulting perspective to address real-world and simulated organizational challenges.

Graduates of the Management major will leave the University of Guelph equipped with a range of knowledge and skills which prepare them to meet management needs of the future in such roles as management consultant, business analyst, talent management specialist or as future general managers.

### Degree Requirements (20.00 Total Credits)

13.50 - Required Core Courses

1.50 - Liberal Education Electives

5.00 - Free Electives

The recommended program sequence is outlined below.

## Major

### Semester 1

ECON*1050	[0.50]	Introductory Microeconomics
MCS*1000	[0.50]	Introductory Marketing
MGMT*1000	[1.00]	Introduction to Business

0.50 electives

### Semester 2

ECON*1100	[0.50]	Introductory Macroeconomics
HROB*2090	[0.50]	Individuals and Groups in Organizations
MATH*1030	[0.50]	Business Mathematics
MGMT*1200	[0.50]	Principles of Management

0.50 electives

### Semester 3

ACCT*1220	[0.50]	Introductory Financial Accounting
HROB*2010	[0.50]	Foundations of Leadership
HROB*2290	[0.50]	Human Resources Management
MGMT*1100	[0.00]	Business Career Preparation
STAT*2060	[0.50]	Statistics for Business Decisions

0.50 electives

### Semester 4

ACCT*2230	[0.50]	Management Accounting
ECON*2560	[0.50]	Introduction to Finance
MCS*2020	[0.50]	Information Management

1.00 electives

### Semester 5

MCS*3040	[0.50]	Business and Consumer Law
MGMT*3020	[0.50]	Corporate Social Responsibility
MGMT*3140	[0.50]	Business Analytics
MGMT*3200	[0.50]	Negotiation and Conflict Management

0.50 electives

### Semester 6

FARE*3310	[0.50]	Operations Management
HROB*3100	[0.50]	Developing Management and Leadership Competencies
MGMT*3300	[0.50]	Project Management
MGMT*3320	[0.50]	Financial Management

0.50 electives

### Semester 7

MGMT*4000	[0.50]	Strategic Management
MGMT*4100	[0.50]	Management Decision Making

1.50 electives

### Semester 8

MGMT*4040	[0.50]	Advanced Topics in Management
MGMT*4200	[0.50]	Management Capstone

1.50 electives

## Management (Co-op) (MGMT:C)

### Department of Management, Gordon S. Lang School of Business and Economics

The major in Management provides a balanced foundation of management knowledge and strategic leadership skills that will enable graduates to one day work as professional managers and organizational leaders. The major focuses on broad, transferrable competencies within the academic discipline of management (i.e., planning and goal setting, strategy development and execution, managerial decision making, designing organizational structure, managing change and innovation, motivating individuals and teams, managerial communication, negotiation and conflict management), while simultaneously providing the flexibility to explore a wide range of courses in other business disciplines. This major is well suited to students with a strong interest in the core skills of management who wish to develop a broad understanding and expertise in business management.

Courses extend beyond the traditional lecture based format to include community based group projects, guest lecturers, in-class simulations and case-based learning to help link academic expertise and theory with industry practice. Experiential learning is an integral part of the major, and occurs through the integration of industry examples in the classroom, and a required management capstone course that takes a consulting perspective to address real-world and simulated organizational challenges.

Graduates of the Management major will leave the University of Guelph equipped with a range of knowledge and skills which prepare them to meet management needs of the future in such roles as management consultant, business analyst, talent management specialist or as future general managers.

A principal aim of the Co-op program in Management is to facilitate the transition of students from academic studies to a professional career by enhancing the integration of theory and practice.

### Program Requirements

The Co-op program in Management is a five-year program, including 4 four work terms. Students must complete a Fall, Winter and Summer work term and must follow the academic work schedule as outlined below (also found on the Co-operative Education website: <https://www.recruitguelph.ca/cecs/>). Please refer to the Co-operative Education program policy with respect to adjusting this schedule.

### Management Academic and Co-op Work Term Schedule

Year	Fall	Winter	Summer
1	Academic Semester 1	Academic Semester 2	Off
2	Academic Semester 3 COOP*1100	Academic Semester 4	COOP*1000 Work Term I
3	Academic Semester 5	COOP*2000 Work Term II	Academic Semester 6
4	COOP*3000 Work Term III	COOP*4000 Work Term IV	Off
5	Academic Semester 7	Academic Semester 8	N/A

To be eligible to continue in the Co-op program, students must meet a minimum 70% cumulative average requirement after second semester, as well as meet all work term requirements. Please refer to the Co-operative Education program policy with respect to work term performance grading, work term report grading and program completion requirements.

For additional program information students should consult with their Co-op Co-ordinator and Co-op Faculty Advisor, listed on the Co-operative Education web site.

### Credit Summary (21.50 Total Credits)\*

13.50 - Required Core Courses

1.50 - Liberal Education Electives

5.00 - Free Electives

1.50 Co-op Work Terms

**Note:** A minimum of three Co-op work terms including a Summer, Fall, and Winter are necessary to complete the Co-op requirement. \*A fourth Co-op work term is optional and if completed, the total number of credits will equal 22.00

The recommended program sequence is outlined below.

## Major

### Semester 1 - Fall

ECON*1050	[0.50]	Introductory Microeconomics
MCS*1000	[0.50]	Introductory Marketing
MGMT*1000	[1.00]	Introduction to Business

0.50 electives

### Semester 2 - Winter

ECON*1100	[0.50]	Introductory Macroeconomics
HROB*2090	[0.50]	Individuals and Groups in Organizations
MATH*1030	[0.50]	Business Mathematics
MGMT*1200	[0.50]	Principles of Management

0.50 electives

### Semester 3 - Fall

ACCT*1220	[0.50]	Introductory Financial Accounting
COOP*1100	[0.00]	Introduction to Co-operative Education
HROB*2010	[0.50]	Foundations of Leadership
HROB*2290	[0.50]	Human Resources Management
STAT*2060	[0.50]	Statistics for Business Decisions

0.50 electives

### Semester 4 - Winter

ACCT*2230	[0.50]	Management Accounting
ECON*2560	[0.50]	Introduction to Finance
MCS*2020	[0.50]	Information Management

1.00 electives

### Summer Semester

COOP*1000	[0.50]	Co-op Work Term I
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### Semester 5 - Fall

FARE*3310	[0.50]	Operations Management
HROB*3100	[0.50]	Developing Management and Leadership Competencies
MGMT*3200	[0.50]	Negotiation and Conflict Management
MGMT*3300	[0.50]	Project Management

0.50 electives

### Winter Semester

COOP*2000	[0.50]	Co-op Work Term II
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**Semester 6 - Summer**

MCS*3040	[0.50]	Business and Consumer Law
MGMT*3020	[0.50]	Corporate Social Responsibility
MGMT*3140	[0.50]	Business Analytics
MGMT*3320	[0.50]	Financial Management

0.50 electives

**Fall Semester**

COOP*3000	[0.50]	Co-op Work Term III
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(Eight month work term in conjunction with COOP\*4000)

**Winter Semester**

COOP*4000	[0.50]	Co-op Work Term IV
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(Eight month work term in conjunction with COOP\*3000)

**Semester 7 - Fall**

MGMT*4000	[0.50]	Strategic Management
MGMT*4100	[0.50]	Management Decision Making

1.50 electives

**Semester 8 - Winter**

MGMT*4040	[0.50]	Advanced Topics in Management
MGMT*4200	[0.50]	Management Capstone

1.50 electives

**Management Economics and Finance (MEF)****Department of Economics and Finance, Gordon S. Lang School of Business and Economics**

The Management Economics and Finance major is designed to offer students an appreciation of business and economic problems particularly in the area of finance.

The major provides a suitable education for a career in the business world or in the public service. It also constitutes a useful preparation for more advanced studies, including graduate studies in Economics, Finance, Business Administration, Accounting, Industrial Relations, Law, and Public Policy. The major is administered by the Department of Economics and Finance and students are urged to consult the faculty advisor.

**Degree Requirements (20.00 Total Credits)**

10.50 - Required Core Courses

6.00 - Restricted Electives (from lists)

0.00 – MGMT\*1100 (Business Career Preparation)

1.50 - Liberal Education Electives

2.00 - Free Electives

**Major****Semester 1**

ECON*1050	[0.50]	Introductory Microeconomics
MGMT*1000	[1.00]	Introduction to Business

One of:

MATH*1030	[0.50]	Business Mathematics
MATH*1200	[0.50]	Calculus I

0.50 electives

\*Note: MATH\*1200 is recommended for the Finance Area of Emphasis.

**Semester 2**

ACCT*1220	[0.50]	Introductory Financial Accounting
ECON*1100	[0.50]	Introductory Macroeconomics
HROB*2090	[0.50]	Individuals and Groups in Organizations
MCS*1000	[0.50]	Introductory Marketing

0.50 electives

**Semester 3**

ACCT*2230	[0.50]	Management Accounting
ECON*2310	[0.50]	Intermediate Microeconomics
ECON*2740	[0.50]	Economic Statistics
ECON*2770	[0.50]	Introductory Mathematical Economics
MCS*2020	[0.50]	Information Management
MGMT*1100	[0.00]	Business Career Preparation

**Note:** Students who wish to take the Statistics courses listed under the Finance Area of Emphasis may select STAT\*2040 in place of ECON\*2740.

**Semester 4**

ECON*2410	[0.50]	Intermediate Macroeconomics
ECON*2560	[0.50]	Introduction to Finance
MCS*3040	[0.50]	Business and Consumer Law **
MGMT*3320	[0.50]	Financial Management

0.50 electives or restricted electives in an area of emphasis

\*Note: Students may select REAL\*4840 in place of MCS\*3040. This is a Fall semester course and can be completed in any Fall semester, provided the prerequisites are completed.

**Semester 5**

ECON*3740	[0.50]	Introduction to Econometrics
MGMT*3020	[0.50]	Corporate Social Responsibility

1.50 electives or restricted electives

Note: ECON\*3710 is required for the Finance Area of Emphasis.

**Semester 6**

FARE*3310	[0.50]	Operations Management
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2.00 electives or restricted electives

Note: ECON\*3810 is required for the Finance Area of Emphasis

**Semester 7**

2.50 electives or restricted electives

**Semester 8**

MGMT*4000	[0.50]	Strategic Management
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2.00 electives or restricted electives

**Areas of Emphasis**

Students choose either Finance or Management as an area of emphasis in the MEF major. This choice should be made by semester 5. See the Economics and Finance departmental advisor to declare an area of emphasis.

**FINANCE Area of Emphasis**

ECON*3710	[0.50]	Advanced Microeconomics
ECON*3810	[0.50]	Advanced Macroeconomics
ECON*4560	[0.50]	Advanced Topics in Finance

1.50 credits from the following Finance courses:

ECON*3360	[0.50]	The Strategy of Mergers and Acquisitions
ECON*3660	[0.50]	Investments
ECON*3760	[0.50]	Fundamentals of Derivatives
ECON*3860	[0.50]	International Finance
ECON*3960	[0.50]	Money, Credit and the Financial System

1.50 Economics credits at the 3000 or 4000 level

In addition to the required credits listed above, students must take a minimum of 1.5 credits in restricted electives. Restricted electives are listed below and have been grouped in major topical areas which are related to, or are an extension of, the professional interests of the major. Students may, however, choose restricted electives from any of those listed without regard to the categories, which are intended to be suggestive.

**Courses toward a professional designation as a Chartered Financial Analyst (CFA)**

ACCT*3330	[0.50]	Intermediate Financial Accounting I
ACCT*3340	[0.50]	Intermediate Financial Accounting II
ECON*3660	[0.50]	Investments
ECON*3760	[0.50]	Fundamentals of Derivatives
ECON*4660	[0.50]	Risk Management in Finance and Insurance
ECON*4760	[0.50]	Topics in Monetary Economics

**Courses in Quantitative Finance**

ECON*3100	[0.50]	Game Theory
ECON*4640	[0.50]	Advanced Econometrics
ECON*4700	[0.50]	Advanced Mathematical Economics
ECON*4840	[0.50]	Financial Econometrics
MATH*1160	[0.50]	Linear Algebra I
MATH*1210	[0.50]	Calculus II
STAT*3100	[0.50]	Introductory Mathematical Statistics I
STAT*3110	[0.50]	Introductory Mathematical Statistics II

**Courses in preparation for post-graduate work in Economics (MA)**

ECON*4640	[0.50]	Advanced Econometrics
ECON*4710	[0.50]	Advanced Topics in Microeconomics
ECON*4810	[0.50]	Advanced Topics in Macroeconomics

**Community Engagement Courses**

MGMT*4050	[0.50]	Business Consulting
MGMT*4350	[0.50]	Business Case Competition Preparation
MGMT*4350	[0.50]	Business Case Competition Preparation

**Courses for Computational Finance**

CIS*1910	[0.50]	Discrete Structures in Computing I
CIS*2500	[0.50]	Intermediate Programming
CIS*2520	[0.50]	Data Structures
CIS*2750	[0.75]	Software Systems Development and Integration
CIS*3750	[0.75]	System Analysis and Design in Applications

**MANAGEMENT Area of Emphasis**

ECON*4400	[0.50]	Managerial Economics
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1.50 credits from the following Finance courses:

ECON*3360	[0.50]	The Strategy of Mergers and Acquisitions
ECON*3660	[0.50]	Investments
ECON*3760	[0.50]	Fundamentals of Derivatives
ECON*3860	[0.50]	International Finance
ECON*3960	[0.50]	Money, Credit and the Financial System

2.50 additional credits in economics of which at least 0.50 must be at the 4000 level and at most 0.50\*\*\* may be at the 2000 level.

\*\*\* May be replaced with a 4000 level 0.50 credits in Accounting.

In addition to the economics credits listed above, students must take a minimum of 1.50 credits in restricted electives listed below. These courses have been grouped in major topical areas which are related to various professional interests. Students may, however, choose restricted electives from any of those listed without regard to the categories.

**Courses toward a professional accounting designation Chartered Professional Accountants (CPA)**

See <http://www.business.uoguelph.ca/accounting.shtml> for additional information.

ACCT*3230	[0.50]	Intermediate Management Accounting
ACCT*3280	[0.50]	Auditing I
ACCT*3330	[0.50]	Intermediate Financial Accounting I
ACCT*3340	[0.50]	Intermediate Financial Accounting II
ACCT*3350	[0.50]	Taxation
ACCT*4220	[0.50]	Advanced Financial Accounting
ACCT*4230	[0.50]	Advanced Management Accounting
ACCT*4270	[0.50]	Auditing II
ACCT*4290	[0.50]	IT Auditing and Data Analytics
ACCT*4340	[0.50]	Accounting Theory
ACCT*4350	[0.50]	Income Taxation II
ACCT*4440	[0.50]	Integrated Cases in Accounting

**Courses to prepare for the Certified Human Resource Professional (CHRP) designation:**

(see <http://www.uoguelph.ca/business/academic-advisor-careers-chrp.shtml> for more information)

HROB*2200	[0.50]	Labour Relations
HROB*2290	[0.50]	Human Resources Management
HROB*3010	[0.50]	Compensation Systems
HROB*3030	[0.50]	Occupational Health and Safety
HROB*3070	[0.50]	Recruitment and Selection
HROB*3090	[0.50]	Training and Development
HROB*4060	[0.50]	Human Resource Planning

**Courses to prepare for a post-graduate program in Industrial Relations:**

ECON*3400	[0.50]	The Economics of Personnel Management
ECON*3520	[0.50]	Labour Economics
ECON*3620	[0.50]	International Trade
ECON*4790	[0.50]	Topics in Labour Market Theory
HROB*2200	[0.50]	Labour Relations
HROB*2290	[0.50]	Human Resources Management
HROB*3010	[0.50]	Compensation Systems
HROB*3030	[0.50]	Occupational Health and Safety
HROB*3070	[0.50]	Recruitment and Selection
HROB*3090	[0.50]	Training and Development
HROB*4060	[0.50]	Human Resource Planning

**Courses toward the Leadership Certificate:**

(see <http://www.leadershipcertificate.com/> for more information)

HROB*2010	[0.50]	Foundations of Leadership
HROB*4010	[0.50]	Leadership Certificate Capstone
POLS*2250	[0.50]	Public Administration and Governance
POLS*3440	[0.50]	Corruption, Scandal and Political Ethics

**Courses in Public Administration:**

ECON*3610	[0.50]	Public Economics
POLS*2250	[0.50]	Public Administration and Governance
POLS*2300	[0.50]	Canadian Government and Politics
POLS*3210	[0.50]	The Constitution and Canadian Federalism
POLS*3250	[0.50]	Public Policy: Challenges and Prospects
POLS*3270	[0.50]	Local Government in Ontario
POLS*3470	[0.50]	Business-Government Relations in Canada

**Courses in Real Estate and Housing:**

ECON*3500	[0.50]	Urban Economics **
REAL*1820	[0.50]	Real Estate and Housing
REAL*2820	[0.50]	Real Estate Finance
REAL*3890	[0.50]	Property Management
REAL*4820	[0.50]	Real Estate Appraisal **

\*\* These courses count towards the Post Graduate Valuation Certificate offered by UBC, part of the requirements to obtain an Accredited Appraiser Canadian Institute designation

**Courses in Corporate Social Responsibility:**

BUS*4550	[0.50]	Applied Business Project I
BUS*4560	[0.50]	Applied Business Project II
ECON*2650	[0.50]	Introductory Development Economics
ECON*3300	[0.50]	Economics of Health and the Workplace
ECON*4930	[0.50]	Environmental Economics
HROB*3030	[0.50]	Occupational Health and Safety
REAL*2850	[0.50]	Service Learning in Housing
MGMT*4050	[0.50]	Business Consulting
MGMT*4060	[0.50]	Business Consulting

**Courses in Marketing:**

MCS*2600	[0.50]	Fundamentals of Consumer Behaviour
MCS*3000	[0.50]	Advanced Marketing
MCS*3010	[0.50]	Quality Management
MCS*3620	[0.50]	Marketing Communications
MCS*4400	[0.50]	Pricing Management

**Courses in Food and Agribusiness:**

FARE*2410	[0.50]	Agri-food Markets and Policy
FARE*3030	[0.50]	The Firm and Markets
FARE*3170	[0.50]	Cost-Benefit Analysis
FARE*4000	[0.50]	Agricultural and Food Policy
FARE*4220	[0.50]	Advanced Agribusiness Management

**Management Economics and Finance (Co-op) (MEF:C)**

**Department of Economics and Finance, Gordon S. Lang School of Business and Economics**

The Management Economics and Finance major is designed to offer students an appreciation of business and economic problems particularly in the area of finance.

The major provides a suitable education for a career in the business world or in the public service. It also constitutes a useful preparation for more advanced studies, including graduate studies in Economics, Finance, Business Administration, Accounting, Industrial Relations, Law, and Public Policy. The major is administered by the Department of Economics and Finance and students are urged to consult the faculty advisor.

A principal aim of the Co-op program in Management Economics and Finance is to facilitate the transition of students from academic studies to a professional career by enhancing the integration of theory and practice.

**Program Requirements**

The Co-op program in Management Economics and Finance is a five year program, including five work terms. Students must complete a Fall, Winter and Summer work term, and must follow the academic work schedule as outlined below (also found on the Co-operative Education website: <https://www.recrutguelp.ca/cecs/>). Please refer to the Co-operative Education program policy with respect to adjusting this schedule.

Management Economics and Finance Academic and Co-op Work Term Schedule

Year	Fall	Winter	Summer
1	Academic Semester 1	Academic Semester 2	Off
2	Academic Semester 3 COOP*1100	Academic Semester 4	COOP*1000 Work Term I
3	COOP*2000 Work Term II	Academic Semester 5	COOP*3000 Work Term III
4	Academic Semester 6	COOP*4000 Work Term IV	COOP*5000 Work Term V
5	Academic Semester 7	Academic Semester 8	N/A

To be eligible to continue in the Co-op program, students must meet a minimum 70% cumulative average requirement after second semester, as well as meet all work term requirements. Please refer to the Co-operative Education program policy with respect to work term performance grading, work term report grading and program completion requirements.

For additional program information students should consult with their Co-op Co-ordinator and Co-op Faculty Advisor, listed on the Co-operative Education web site.

**Credit Summary (22.00 Total Credits)**

10.50 - Required Core Courses

6.00 - Restricted Electives (from lists)

1.50 - Liberal Education Electives

2.00 - Free Electives

2.00 Co-op Work Terms

**Note:** A minimum of four Co-op work terms including a Summer, Fall, and Winter are necessary to complete the Co-op requirement. \*A fifth Co-op work term is optional and if completed the total number of credits will equal 22.50.

The recommended program sequence is outlined below.

**Major**

**Semester 1 - Fall**

ECON*1050	[0.50]	Introductory Microeconomics
MGMT*1000	[1.00]	Introduction to Business
One of:		
MATH*1030	[0.50]	Business Mathematics
MATH*1200	[0.50]	Calculus I

0.50 electives

**\*Note:** MATH\*1200 is recommended for the Finance Area of Emphasis.

**Semester 2 - Winter**

ACCT*1220	[0.50]	Introductory Financial Accounting
ECON*1100	[0.50]	Introductory Macroeconomics
HROB*2090	[0.50]	Individuals and Groups in Organizations



MCS\*1000 [0.50] Introductory Marketing

0.50 electives

### Semester 3 - Fall

ACCT\*2230 [0.50] Management Accounting  
 COOP\*1100 [0.00] Introduction to Co-operative Education  
 ECON\*2310 [0.50] Intermediate Microeconomics  
 ECON\*2740 [0.50] Economic Statistics  
 ECON\*2770 [0.50] Introductory Mathematical Economics  
 MCS\*2020 [0.50] Information Management

**Note:** Students who wish to take the Statistics courses listed under the Finance Area of Emphasis may select STAT\*2040 in place of ECON\*2740.

### Semester 4 - Winter

ECON\*2410 [0.50] Intermediate Macroeconomics  
 ECON\*2560 [0.50] Introduction to Finance  
 MCS\*3040 [0.50] Business and Consumer Law \*  
 MGMT\*3320 [0.50] Financial Management

0.50 electives or restricted electives in an area of emphasis

\* **Note:** Students may select REAL\*4840 in place of MCS\*3040. This is a Fall semester course and can be completed in any Fall semester, provided the prerequisites are completed.

### Summer Semester

COOP\*1000 [0.50] Co-op Work Term I

### Fall Semester

COOP\*2000 [0.50] Co-op Work Term II

### Semester 5 - Winter

ECON\*3740 [0.50] Introduction to Econometrics  
 FARE\*3310 [0.50] Operations Management

1.50 electives or restricted electives

**Note:** ECON\*3810 is required for the Finance Area of Emphasis

### Summer Semester

COOP\*3000 [0.50] Co-op Work Term III

### Semester 6 - Fall

MGMT\*3020 [0.50] Corporate Social Responsibility  
 2.00 electives or restricted electives

**Note:** If in the Finance Area of Emphasis take ECON\*3710.

### Winter Semester

COOP\*4000 [0.50] Co-op Work Term IV  
 (Eight month work term in conjunction with COOP\*5000)

### Summer Semester

COOP\*5000 [0.50] Co-op Work Term V  
 (Eight month work term in conjunction with COOP\*4000)

### Semester 7 - Fall

2.50 electives or restricted electives

### Semester 8 - Winter

MGMT\*4000 [0.50] Strategic Management  
 2.00 electives or restricted electives

### Areas of Emphasis

Students choose either Finance or Management as an area of emphasis in the MEF major. This choice should be made by semester 5. See the Economics and Finance departmental advisor to declare an area of emphasis.

### FINANCE Area of Emphasis

ECON\*3710 [0.50] Advanced Microeconomics  
 ECON\*3810 [0.50] Advanced Macroeconomics  
 ECON\*4560 [0.50] Advanced Topics in Finance

1.50 credits from the following Finance courses:

ECON\*3360 [0.50] The Strategy of Mergers and Acquisitions  
 ECON\*3660 [0.50] Investments  
 ECON\*3760 [0.50] Fundamentals of Derivatives  
 ECON\*3860 [0.50] International Finance  
 ECON\*3960 [0.50] Money, Credit and the Financial System

1.50 Economics credits at the 3000 or 4000 level

In addition to the required credits listed above, students must take a minimum of 1.50 credits in restricted electives. Restricted electives are listed below and have been grouped in major topical areas which are related to, or are an extension of, the professional interests of the major. Students may, however, choose restricted electives from any of those listed without regard to the categories, which are intended to be suggestive.

### Courses toward a professional designation as a Chartered Financial Analyst (CFA):

ACCT\*3330 [0.50] Intermediate Financial Accounting I  
 ACCT\*3340 [0.50] Intermediate Financial Accounting II  
 ECON\*3660 [0.50] Investments  
 ECON\*3760 [0.50] Fundamentals of Derivatives  
 ECON\*4660 [0.50] Risk Management in Finance and Insurance  
 ECON\*4760 [0.50] Topics in Monetary Economics  
 MGMT\*4350 [0.50] Business Case Competition Preparation

### Courses in Quantitative Finance:

ECON\*3100 [0.50] Game Theory  
 ECON\*4640 [0.50] Advanced Econometrics  
 ECON\*4700 [0.50] Advanced Mathematical Economics  
 ECON\*4840 [0.50] Financial Econometrics  
 MATH\*1160 [0.50] Linear Algebra I  
 MATH\*1210 [0.50] Calculus II  
 STAT\*3100 [0.50] Introductory Mathematical Statistics I  
 STAT\*3110 [0.50] Introductory Mathematical Statistics II

### Courses in preparation for post-graduate work in Economics (MA):

ECON\*4640 [0.50] Advanced Econometrics  
 ECON\*4710 [0.50] Advanced Topics in Microeconomics  
 ECON\*4810 [0.50] Advanced Topics in Macroeconomics

### Community Engagement Courses

MGMT\*4050 [0.50] Business Consulting  
 MGMT\*4350 [0.50] Business Case Competition Preparation  
 MGMT\*4350 [0.50] Business Case Competition Preparation

### Courses for Computational Finance

CIS\*1910 [0.50] Discrete Structures in Computing I  
 CIS\*2500 [0.50] Intermediate Programming  
 CIS\*2520 [0.50] Data Structures  
 CIS\*2750 [0.75] Software Systems Development and Integration  
 CIS\*3750 [0.75] System Analysis and Design in Applications

### MANAGEMENT Area of Emphasis

ECON\*4400 [0.50] Managerial Economics

1.50 credits from the following Finance courses:

ECON\*3360 [0.50] The Strategy of Mergers and Acquisitions  
 ECON\*3660 [0.50] Investments  
 ECON\*3760 [0.50] Fundamentals of Derivatives  
 ECON\*3860 [0.50] International Finance  
 ECON\*3960 [0.50] Money, Credit and the Financial System

2.50 additional credits in economics of which at least 0.50 must be at the 4000 level and at most 0.50\*\* may be at the 2000 level.

\*\* May be replaced with a 4000 level 0.50 credits in Accounting.

In addition to the economics credits listed above, students must take a minimum of 1.50 credits in restricted electives listed below. These courses have been grouped in major topical areas which are related to various professional interests. Students may, however, choose restricted electives from any of those listed without regard to the categories.

### Courses toward a professional accounting designation Chartered Professional Accountants (CPA)

See <http://www.business.uoguelph.ca/accounting.shtml> for additional information.

ACCT\*3230 [0.50] Intermediate Management Accounting  
 ACCT\*3280 [0.50] Auditing I  
 ACCT\*3330 [0.50] Intermediate Financial Accounting I  
 ACCT\*3340 [0.50] Intermediate Financial Accounting II  
 ACCT\*3350 [0.50] Taxation  
 ACCT\*4220 [0.50] Advanced Financial Accounting  
 ACCT\*4230 [0.50] Advanced Management Accounting  
 ACCT\*4270 [0.50] Auditing II  
 ACCT\*4290 [0.50] IT Auditing and Data Analytics  
 ACCT\*4340 [0.50] Accounting Theory  
 ACCT\*4350 [0.50] Income Taxation II  
 ACCT\*4230 [0.50] Advanced Management Accounting  
 ACCT\*4440 [0.50] Integrated Cases in Accounting

### Courses to prepare for the Certified Human Resource Professional (CHRP) designation:

(see <http://www.uoguelph.ca/business/academic-advisor-careers-chrp.shtml> for more information)

HROB\*2200 [0.50] Labour Relations  
 HROB\*2290 [0.50] Human Resources Management  
 HROB\*3010 [0.50] Compensation Systems  
 HROB\*3030 [0.50] Occupational Health and Safety  
 HROB\*3070 [0.50] Recruitment and Selection  
 HROB\*3090 [0.50] Training and Development  
 HROB\*4060 [0.50] Human Resource Planning

### Courses to prepare for a post-graduate program in Industrial Relations:

ECON\*3400 [0.50] The Economics of Personnel Management  
 ECON\*3520 [0.50] Labour Economics  
 ECON\*3620 [0.50] International Trade  
 ECON\*4790 [0.50] Topics in Labour Market Theory  
 HROB\*2200 [0.50] Labour Relations  
 HROB\*2290 [0.50] Human Resources Management  
 HROB\*3010 [0.50] Compensation Systems  
 HROB\*3030 [0.50] Occupational Health and Safety  
 HROB\*3070 [0.50] Recruitment and Selection  
 HROB\*3090 [0.50] Training and Development

HROB\*4060 [0.50] Human Resource Planning

### Courses toward the Leadership Certificate:

(see <http://www.leadershipcertificate.com/> for more information)

HROB\*2010 [0.50] Foundations of Leadership  
HROB\*4010 [0.50] Leadership Certificate Capstone  
POLS\*2250 [0.50] Public Administration and Governance  
POLS\*3440 [0.50] Corruption, Scandal and Political Ethics

### Courses in Public Administration:

ECON\*3610 [0.50] Public Economics  
POLS\*2250 [0.50] Public Administration and Governance  
POLS\*2300 [0.50] Canadian Government and Politics  
POLS\*3210 [0.50] The Constitution and Canadian Federalism  
POLS\*3250 [0.50] Public Policy: Challenges and Prospects  
POLS\*3270 [0.50] Local Government in Ontario  
POLS\*3470 [0.50] Business-Government Relations in Canada

### Courses in Real Estate and Housing:

ECON\*3500 [0.50] Urban Economics \*\*  
REAL\*1820 [0.50] Real Estate and Housing  
REAL\*2820 [0.50] Real Estate Finance  
REAL\*3890 [0.50] Property Management  
REAL\*4820 [0.50] Real Estate Appraisal \*\*

\*\* These courses count towards the Post Graduate Valuation Certificate offered by UBC, part of the requirements to obtain an Accredited Appraiser Canadian Institute designation

### Courses in Corporate Social Responsibility:

BUS\*4550 [0.50] Applied Business Project I  
BUS\*4560 [0.50] Applied Business Project II  
ECON\*2650 [0.50] Introductory Development Economics  
ECON\*3300 [0.50] Economics of Health and the Workplace  
ECON\*4930 [0.50] Environmental Economics  
HROB\*3030 [0.50] Occupational Health and Safety  
REAL\*2850 [0.50] Service Learning in Housing  
MGMT\*4050 [0.50] Business Consulting  
MGMT\*4060 [0.50] Business Consulting

### Courses in Marketing:

MCS\*2600 [0.50] Fundamentals of Consumer Behaviour  
MCS\*3000 [0.50] Advanced Marketing  
MCS\*3010 [0.50] Quality Management  
MCS\*3620 [0.50] Marketing Communications  
MCS\*4400 [0.50] Pricing Management

### Courses in Food and Agribusiness:

FARE\*2410 [0.50] Agrifood Markets and Policy  
FARE\*3030 [0.50] The Firm and Markets  
FARE\*3170 [0.50] Cost-Benefit Analysis  
FARE\*4000 [0.50] Agricultural and Food Policy  
FARE\*4220 [0.50] Advanced Agribusiness Management

## Marketing Management (MKMN)

### Department of Management, Gordon S. Lang School of Business and Economics

The Marketing Management major is interdisciplinary, follows a liberal education philosophy, and is built on the Department's expertise in the field of marketing and consumer research.

The Department of Marketing and Consumer Studies prepares students for a career in marketing but also for educating them so that they can be active and engaged citizens. This is achieved from a balanced curriculum of marketing and liberal education courses that provide students with an understanding of the world they will work and live in. Students will gain knowledge in creating, communicating, and delivering product offerings to create value to stakeholders in a global and connected economy. Students completing this major will be prepared to pursue a variety of marketing career paths and diverse leadership roles.

Elective options enable students to select courses which support or complement their primary field of study. Examples: (1) students can use a combination of restricted, Liberal Education, and free electives to earn the Certificate in Leadership. See <http://www.leadershipcertificate.com/> for information about this certificate and its course requirements; (2) students interested in languages and/or going on exchange can use their Liberal Education and free electives to study one or more of the various languages taught at the University. Note: students also can take courses of interest as electives without concern for categories.

### Degree Requirements (20.00 Total Credits)

13.00 - Required Core Courses

2.50 - Restricted Electives (from lists)

0.00 – MGMT\*1100 (Business Career Preparation)

1.50 - Liberal Education Electives

3.00 - Free Electives

## Major

### Semester 1- Fall

ECON\*1050 [0.50] Introductory Microeconomics  
MGMT\*1000 [1.00] Introduction to Business

### Semester 2 - Winter

ACCT\*1220 [0.50] Introductory Financial Accounting  
ECON\*1100 [0.50] Introductory Macroeconomics  
MCS\*1000 [0.50] Introductory Marketing

### Semesters 1 or 2 - Fall or Winter

MATH\*1030 [0.50] Business Mathematics  
PSYC\*1000 [0.50] Introduction to Psychology  
0.50 Marketing Environment electives (see List E1)  
0.50 electives

### Semester 3 - Fall

ACCT\*2230 [0.50] Management Accounting  
HROB\*2090 [0.50] Individuals and Groups in Organizations  
MCS\*2000 [0.50] Business Communication in a Changing World

### Semester 4 - Winter

MGMT\*1100 [0.00] Business Career Preparation  
One of:

ECON\*2740 [0.50] Economic Statistics  
PSYC\*1010 [0.50] Making Sense of Data in Psychological Research  
STAT\*2060 [0.50] Statistics for Business Decisions

### Semesters 3 or 4 - Fall or Winter

MCS\*2020 [0.50] Information Management  
MCS\*2600 [0.50] Fundamentals of Consumer Behaviour  
MCS\*3040 [0.50] Business and Consumer Law

0.50 History/Global Perspective electives (see List E2)

1.00 electives

### Semesters 5 or 6 - Fall or Winter

ECON\*2560 [0.50] Introduction to Finance  
FARE\*3310 [0.50] Operations Management  
MCS\*3030 [0.50] Research Methods  
MCS\*3500 [0.50] Marketing Analytics  
MCS\*3620 [0.50] Marketing Communications  
MGMT\*3320 [0.50] Financial Management

0.50 Leadership/Professionalism electives (see List E3)

1.50 electives

### Semesters 7 or 8 - Fall or Winter

MCS\*3600 [0.50] Consumer Information Processes  
MCS\*4370 [0.50] Marketing Strategy  
MCS\*4600 [0.50] International Marketing  
MGMT\*3020 [0.50] Corporate Social Responsibility  
MGMT\*4000 [0.50] Strategic Management

0.50 Advanced Marketing electives (see List E4)

0.50 Experiential Learning Capstone electives (see List E5)

1.50 electives

### Restricted Electives for the Marketing Management Major

Substitutions for restricted electives will be allowed if a Marketing and Consumer Studies Faculty Advisor agrees that a proposed alternative is relevant to marketing in today's world and has an appropriate level of rigour.

### Marketing Environment Elective - List E1

To supplement the knowledge students gain in MCS\*1000 about the socio-cultural, economic, political/legal, and technological "environmental" factors that must be taken into consideration in marketing decision-making, marketing management majors must take one [0.50 credits] of:

ANTH\*1150 [0.50] Introduction to Anthropology  
EDRD\*1400 [0.50] Introduction to Design  
FRHD\*1010 [0.50] Human Development  
GEOG\*1200 [0.50] Society and Space  
GEOG\*1220 [0.50] Human Impact on the Environment  
GEOG\*2510 [0.50] Canada: A Regional Synthesis  
NUTR\*1010 [0.50] Introduction to Nutrition  
PHIL\*2070 [0.50] Philosophy of the Environment  
POLS\*1400 [0.50] Issues in Canadian Politics  
POLS\*2250 [0.50] Public Administration and Governance  
POLS\*2300 [0.50] Canadian Government and Politics  
SOC\*1100 [0.50] Sociology

### History/Global Elective - List E2

To help marketing majors develop a sense of the fundamental relativity of knowledge and understanding over time and/or to help them gain the global perspective needed in senior marketing courses, marketing management majors must take one [0.50 credits] of:

ARTH\*2490 [0.50] History of Canadian Art

BIOL*1500	[0.50]	Humans in the Natural World
GEOG*2030	[0.50]	Environment and Development
HIST*1150	[0.50]	The Modern World
HIST*1250	[0.50]	Science and Technology in a Global Context
HIST*2070	[0.50]	World Religions
HIST*2250	[0.50]	Environment and History
HIST*2300	[0.50]	The United States Since 1776
HIST*2510	[0.50]	Modern Europe Since 1789
HIST*2910	[0.50]	Modern Asia
HIST*2930	[0.50]	Women and Cultural Change
HIST*3070	[0.50]	Modern India
HIST*3150	[0.50]	History and Culture of Mexico
ISS*2000	[0.50]	Asia
POLS*1500	[0.50]	World Politics
POLS*2080	[0.50]	Development and Underdevelopment
POLS*2200	[0.50]	International Relations

**Leadership/Professionalism Elective - List E3**

To help prepare senior marketing management majors for leadership positions in organizations, they must take one [0.50 credits] of:

ECON*2310	[0.50]	Intermediate Microeconomics
ECON*2410	[0.50]	Intermediate Macroeconomics
EDRD*3160	[0.50]	International Communication
EDRD*4120	[0.50]	Leadership Development in Small Organizations
HROB*2010	[0.50]	Foundations of Leadership
MGMT*4260	[0.50]	International Business
PHIL*2100	[0.50]	Critical Thinking
PHIL*2120	[0.50]	Ethics
PHIL*2600	[0.50]	Business and Professional Ethics

**Advanced Marketing Elective - List E4**

To address the University Learning Objective of “Depth and Breadth of Learning” and to enhance the knowledge of product development, placement strategies, and the integration of societal influences on thinking, senior marketing management majors must take one [0.5 credits] of:

MCS*3010	[0.50]	Quality Management
MCS*4020	[0.50]	Research in Consumer Studies
MCS*4040	[0.50]	Management in Product Development
MCS*4060	[0.50]	Retail Management
MCS*4300	[0.50]	Marketing and Society
MCS*4400	[0.50]	Pricing Management
MCS*4910	[0.50]	Topics in Consumer Studies
MGMT*4350	[0.50]	Business Case Competition Preparation

**Experiential Learning Capstone Electives - List E5**

To enhance their understanding of marketing in terms of application, senior marketing management majors must take one [0.50 credits] of:

HROB*4010	[0.50]	Leadership Certificate Capstone
MCS*4100	[0.50]	Entrepreneurship
MCS*4920	[0.50]	Topics in Consumer Studies
MCS*4950	[0.50]	Consumer Studies Practicum
MGMT*4020	[0.50]	Interdisciplinary Food Product Development I
MGMT*4030	[0.50]	Interdisciplinary Food Product Development II
MGMT*4050	[0.50]	Business Consulting
MGMT*4060	[0.50]	Business Consulting

**Marketing Management (Co-op) (MKMN:C)****Department of Marketing and Consumer Studies, Gordon S. Lang School of Business and Economics**

The Marketing Management major is interdisciplinary, follows a liberal education philosophy, and is built on the Department’s expertise in the field of marketing and consumer research.

The Department of Marketing and Consumer Studies prepares students for a career in marketing but also for educating them so that they can be active and engaged citizens. This is achieved from a balanced curriculum of marketing and liberal education courses that provide students with an understanding of the world they will work and live in. Students will gain knowledge in creating, communicating, and delivering product offerings to create value to stakeholders in a global and connected economy. Students completing this major will be prepared to pursue a variety of marketing career paths and diverse leadership roles.

The Co-op program in Marketing Management is designed to facilitate the transition of students from academic studies to a professional career by enhancing the integration of theory and practice.

Elective options enable students to select courses which support or complement their primary field of study. Examples: (1) students can use a combination of restricted, Liberal Education, and free electives to earn the Certificate in Leadership. See <http://www.leadershipcertificate.com/> for information about this certificate and its course requirements; (2) students interested in languages and/or going on exchange can use their Liberal Education and free electives to study one or more of the various languages taught at the University. Note: students also can take courses of interest as electives without concern for categories.

**Program Requirements**

The Co-op program in Marketing Management is a five year program, including five work terms. Students must complete a Fall, Winter and Summer work term and must follow the academic work schedule as outlined below (also found on the Co-operative Education website: <https://www.recrutguelpg.ca/cecs/>). Please refer to the Co-operative Education program policy with respect to adjusting this schedule.

**Marketing Management Academic and Co-op Work Term Schedule**

Year	Fall	Winter	Summer
1	Academic Semester 1	Academic Semester 2	Off
2	Academic Semester 3 COOP*1100	Academic Semester 4	COOP*1000 Work Term I
3	COOP*2000 Work Term II	Academic Semester 5	COOP*3000 Work Term III
4	Academic Semester 6	COOP*4000 Work Term IV	COOP*5000 Work Term V
5	Academic Semester 7	Academic Semester 8	N/A

To be eligible to continue in the Co-op program, students must meet a minimum 70% cumulative average requirement after second semester, as well as meet all work term requirements. Please refer to the Co-operative Education program policy with respect to work term performance grading, work term report grading and program completion requirements.

For additional program information students should consult with their Co-op Co-ordinator and Co-op Faculty Advisor, listed on the Co-operative Education web site.

**Credit Summary (22.00 Total Credits)\***

13.00 - Required Core Courses

2.50 - Restricted Electives (from lists)

1.50 - Liberal Education Electives

3.00 - Free Electives

2.00 Co-op Work Terms

**Note:** A minimum of four Co-op work terms including a Summer, Fall, and Winter are necessary to complete the Co-op requirement. \*A fifth Co-op work term is optional and if completed the total number of credits will equal 22.50.

The recommended program sequence is outlined below.

**Major****Semester 1- Fall**

ECON*1050	[0.50]	Introductory Microeconomics
MGMT*1000	[1.00]	Introduction to Business

**Semester 2 - Winter**

ACCT*1220	[0.50]	Introductory Financial Accounting
ECON*1100	[0.50]	Introductory Macroeconomics
MCS*1000	[0.50]	Introductory Marketing

**Semesters 1 or 2 - Fall or Winter**

MATH*1030	[0.50]	Business Mathematics
PSYC*1000	[0.50]	Introduction to Psychology

0.50 Marketing Environment electives (see List E1)

0.50 electives

**Semester 3 - Fall**

ACCT*2230	[0.50]	Management Accounting
COOP*1100	[0.00]	Introduction to Co-operative Education
HROB*2090	[0.50]	Individuals and Groups in Organizations
MCS*2000	[0.50]	Business Communication in a Changing World

One of:

ECON*2740	[0.50]	Economic Statistics
PSYC*1010	[0.50]	Making Sense of Data in Psychological Research
STAT*2060	[0.50]	Statistics for Business Decisions

0.50 electives

**Semesters 4 - Winter**

MCS*2020	[0.50]	Information Management
MCS*2600	[0.50]	Fundamentals of Consumer Behaviour
MCS*3030	[0.50]	Research Methods
MCS*3040	[0.50]	Business and Consumer Law

0.50 History/Global Perspective electives (see List E2)

**Summer Semester**

COOP\*1000 [0.50] Co-op Work Term I

**Fall Semester**

COOP\*2000 [0.50] Co-op Work Term II

**Semester 5 - Winter**

The following 5.00 credits must be completed over semesters 5 and 6. Select 2.50 credits in Winter Semester 5 and the remaining 2.50 in Fall Semester 6:

ECON\*2560 [0.50] Introduction to Finance  
 FARE\*3310 [0.50] Operations Management  
 MCS\*3500 [0.50] Marketing Analytics  
 MCS\*3620 [0.50] Marketing Communications  
 MGMT\*3320 [0.50] Financial Management

0.50 Leadership/Professionalism electives (see List E3)

2.00 electives

**Summer Semester**

COOP\*3000 [0.50] Co-op Work Term III

**Semester 6 - Fall**

Select 2.50 credits from the list below that were not taken in Winter Semester 5:

ECON\*2560 [0.50] Introduction to Finance  
 FARE\*3310 [0.50] Operations Management  
 MCS\*3500 [0.50] Marketing Analytics  
 MCS\*3620 [0.50] Marketing Communications  
 MGMT\*3320 [0.50] Financial Management

0.50 Leadership/Professionalism electives (see List E3)

2.00 electives

**Winter Semester**

COOP\*4000 [0.50] Co-op Work Term IV  
 (Eight month work term in conjunction with COOP\*5000)

**Summer Semester**

COOP\*5000 [0.50] Co-op Work Term V  
 (Eight month work term in conjunction with COOP\*4000)

**Semesters 7 or 8 - Fall or Winter**

MCS\*3600 [0.50] Consumer Information Processes  
 MCS\*4370 [0.50] Marketing Strategy  
 MCS\*4600 [0.50] International Marketing  
 MGMT\*3020 [0.50] Corporate Social Responsibility  
 MGMT\*4000 [0.50] Strategic Management

0.50 Advanced Marketing electives (see List E4)

0.50 Experiential Learning Capstone electives (see List E5)

1.50 electives

**Restricted Electives for the Marketing Management Major**

Substitutions for restricted electives will be allowed if a Marketing and Consumer Studies Faculty Advisor agrees that a proposed alternative is relevant to marketing in today's world and has an appropriate level of rigour.

**Marketing Environment Elective - List E1**

To supplement the knowledge students gain in MCS\*1000 about the socio-cultural, economic, political/legal, and technological "environmental" factors that must be taken into consideration in marketing decision-making, marketing management majors must take one [0.50 credits] of:

ANTH\*1150 [0.50] Introduction to Anthropology  
 EDRD\*1400 [0.50] Introduction to Design  
 FRHD\*1010 [0.50] Human Development  
 GEOG\*1200 [0.50] Society and Space  
 GEOG\*1220 [0.50] Human Impact on the Environment  
 GEOG\*2510 [0.50] Canada: A Regional Synthesis  
 NUTR\*1010 [0.50] Introduction to Nutrition  
 PHIL\*2070 [0.50] Philosophy of the Environment  
 POLS\*1400 [0.50] Issues in Canadian Politics  
 POLS\*2250 [0.50] Public Administration and Governance  
 POLS\*2300 [0.50] Canadian Government and Politics  
 SOC\*1100 [0.50] Sociology

**History/Global Elective - List E2**

To help marketing majors develop a sense of the fundamental relativity of knowledge and understanding over time and/or to help them gain the global perspective needed in senior marketing courses, marketing management majors must take one [0.50 credits] of:

ARTH\*2490 [0.50] History of Canadian Art  
 BIOL\*1500 [0.50] Humans in the Natural World  
 GEOG\*2030 [0.50] Environment and Development  
 HIST\*1150 [0.50] The Modern World  
 HIST\*1250 [0.50] Science and Technology in a Global Context  
 HIST\*2070 [0.50] World Religions  
 HIST\*2250 [0.50] Environment and History  
 HIST\*2300 [0.50] The United States Since 1776

HIST\*2510 [0.50] Modern Europe Since 1789  
 HIST\*2910 [0.50] Modern Asia  
 HIST\*2930 [0.50] Women and Cultural Change  
 HIST\*3070 [0.50] Modern India  
 HIST\*3150 [0.50] History and Culture of Mexico  
 ISS\*2000 [0.50] Asia  
 POLS\*1500 [0.50] World Politics  
 POLS\*2080 [0.50] Development and Underdevelopment  
 POLS\*2200 [0.50] International Relations

**Leadership/Professionalism Elective - List E3**

To help prepare senior marketing management majors for leadership positions in organizations, they must take one [0.50 credits] of:

ECON\*2310 [0.50] Intermediate Microeconomics  
 ECON\*2410 [0.50] Intermediate Macroeconomics  
 EDRD\*3160 [0.50] International Communication  
 EDRD\*4120 [0.50] Leadership Development in Small Organizations  
 HROB\*2010 [0.50] Foundations of Leadership  
 MGMT\*4260 [0.50] International Business  
 PHIL\*2100 [0.50] Critical Thinking  
 PHIL\*2120 [0.50] Ethics  
 PHIL\*2600 [0.50] Business and Professional Ethics

**Advanced Marketing Elective - List E4**

To address the University Learning Objective of "Depth and Breadth of Learning" and to enhance the knowledge of product development, placement strategies, and the integration of societal influences on thinking, senior marketing management majors must take one [0.5 credits] of:

MCS\*3010 [0.50] Quality Management  
 MCS\*4020 [0.50] Research in Consumer Studies  
 MCS\*4040 [0.50] Management in Product Development  
 MCS\*4060 [0.50] Retail Management  
 MCS\*4300 [0.50] Marketing and Society  
 MCS\*4400 [0.50] Pricing Management  
 MCS\*4910 [0.50] Topics in Consumer Studies  
 MGMT\*4350 [0.50] Business Case Competition Preparation

**Experiential Learning Capstone Electives - List E5**

To enhance their understanding of marketing in terms of application, senior marketing management majors must take one [0.50 credits] of:

HROB\*4010 [0.50] Leadership Certificate Capstone  
 MCS\*4100 [0.50] Entrepreneurship  
 MCS\*4920 [0.50] Topics in Consumer Studies  
 MCS\*4950 [0.50] Consumer Studies Practicum  
 MGMT\*4020 [0.50] Interdisciplinary Food Product Development I  
 MGMT\*4030 [0.50] Interdisciplinary Food Product Development II  
 MGMT\*4050 [0.50] Business Consulting  
 MGMT\*4060 [0.50] Business Consulting

**Public Management (PMGT)****Department of Economics and Finance, Gordon S. Lang School of Business and Economic**

The Public Management program is designed to lead to an understanding of public sector administration and management from the "inside" - as an integrated enterprise - as well as from the outside - as a series of policy decisions and outcomes. Characterized by a multi-disciplinary approach employing political, economic and business-oriented analysis, students will confront questions of why politicians and public servants behave the way they do, and how their policy choices and processes can be optimized. Management of public entities features a unique set of challenges that arise from and interact with basic political issues like democracy, accountability, equity, fairness, and justice. At the same time it necessarily faces concerns common to all organizations, such as efficiency, human and capital resource management, morale, planning, and adaptation to change.

The program will appeal to students interested in the public service, public sector businesses or business-government relations.

Students enrolled in the PMGT major can choose to complete three of the five required courses for the Certificate in Leadership as part of their requirements for the program if they choose the appropriate restricted electives. If you would like to graduate both with a BComm degree and the Certificate in Leadership you should use two of your free electives to enroll in HROB\*2010 in either semester 3 or 6 and HROB\*4010 in semester 8. In addition to the five degree-credit courses selected from the above list, 120 hours of leadership practice are required to obtain the undergraduate Certificate in Leadership. See <http://www.leadershipcertificate.com/> for information regarding this Certificate and its course requirements.

**Degree Requirements (20.00 Total Credits)**

12.50 - Required Core Courses

4.50 - Restricted Electives (from lists)

0.00 – MGMT\*1100 (Business Career Preparation)

1.50 - Liberal Education Electives

## 1.50 - Free Electives

**Major****Semester 1**

ECON*1050	[0.50]	Introductory Microeconomics
MCS*1000	[0.50]	Introductory Marketing
MGMT*1000	[1.00]	Introduction to Business
POLS*1400	[0.50]	Issues in Canadian Politics

**Semester 2**

ECON*1100	[0.50]	Introductory Macroeconomics
HROB*2090	[0.50]	Individuals and Groups in Organizations
MATH*1030	[0.50]	Business Mathematics
POLS*2300	[0.50]	Canadian Government and Politics

0.50 electives

**Semester 3**

ACCT*1220	[0.50]	Introductory Financial Accounting
ECON*2310	[0.50]	Intermediate Microeconomics
ECON*2740	[0.50]	Economic Statistics
POLS*3250	[0.50]	Public Policy: Challenges and Prospects

One of:

ECON*2100	[0.50]	Economic Growth and Environmental Quality
ECON*2650	[0.50]	Introductory Development Economics
ECON*2720	[0.50]	Business History

**Semester 4**

ACCT*2230	[0.50]	Management Accounting
ECON*2410	[0.50]	Intermediate Macroeconomics
MGMT*1100	[0.00]	Business Career Preparation
POLS*2250	[0.50]	Public Administration and Governance

One of:

PHIL*2120	[0.50]	Ethics
PHIL*2600	[0.50]	Business and Professional Ethics
PHIL*3040	[0.50]	Philosophy of Law *

0.50 electives

\* This course may be offered in the fall and can be taken later in the program.

**Semester 5**

ECON*2560	[0.50]	Introduction to Finance
FARE*3310	[0.50]	Operations Management
MGMT*3320	[0.50]	Financial Management

One of:

MCS*3040	[0.50]	Business and Consumer Law
REAL*4840	[0.50]	Housing and Real Estate Law

0.50 electives

**Semester 6**

ECON*3610	[0.50]	Public Economics
MCS*2020	[0.50]	Information Management

One of:

ECON*3300	[0.50]	Economics of Health and the Workplace
ECON*3400	[0.50]	The Economics of Personnel Management
ECON*3520	[0.50]	Labour Economics
ECON*3580	[0.50]	Economics of Regulation
ECON*3620	[0.50]	International Trade
ECON*3730	[0.50]	The Origins of International Inequality

One of:

POLS*3210	[0.50]	The Constitution and Canadian Federalism
POLS*3130	[0.50]	Law, Politics and Judicial Process
POLS*3270	[0.50]	Local Government in Ontario
POLS*3670	[0.50]	Comparative Public Policy and Administration

0.50 electives

**Semester 7**

MGMT*3020	[0.50]	Corporate Social Responsibility
POLS*3470	[0.50]	Business-Government Relations in Canada

One of:

ECON*3300	[0.50]	Economics of Health and the Workplace
ECON*3400	[0.50]	The Economics of Personnel Management
ECON*3520	[0.50]	Labour Economics
ECON*3580	[0.50]	Economics of Regulation
ECON*3620	[0.50]	International Trade
ECON*3730	[0.50]	The Origins of International Inequality

One of \*\*:

POLS*4160	[1.00]	Multi-Level Governance in Canada
POLS*4250	[1.00]	Topics in Public Management
POLS*4270	[0.50]	Advanced Lecture in Public Management
POLS*4970	[0.50]	Honours Political Science Research I

0.50 credits at the 3000 or 4000 level in Economics or Political Science

0.50 electives\*\*\*

**Semester 8**

ECON*4400	[0.50]	Managerial Economics
MGMT*4000	[0.50]	Strategic Management

One of \*\*:

POLS*4160	[1.00]	Multi-Level Governance in Canada
POLS*4250	[1.00]	Topics in Public Management
POLS*4980	[0.50]	Honours Political Science Research II

0.50 credits at the 4000 level in Economics

One of:

POLS*3130	[0.50]	Law, Politics and Judicial Process
POLS*3210	[0.50]	The Constitution and Canadian Federalism
POLS*3270	[0.50]	Local Government in Ontario
POLS*3670	[0.50]	Comparative Public Policy and Administration

0.50 electives\*\*\*

\*\* If a 1.00 credit POLS is taken in either semester 7 or 8 this will meet the restricted elective requirement for both semesters POLS\*4250 is recommended

\*\*\* The number of electives will change if a 1.00 credit POLS course is taken in semester 7 or 8

**Public Management (Co-op) (PMGT:C)****Department of Economics and Finance, Gordon S. Lang School of Business and Economics**

The Public Management program is designed to lead to an understanding of public sector administration and management from the "inside" - as an integrated enterprise - as well as from the outside - as a series of policy decisions and outcomes. Characterized by a multi-disciplinary approach employing political, economic and business-oriented analysis, students will confront questions of why politicians and public servants behave the way they do, and how their policy choices and processes can be optimized. Management of public entities features a unique set of challenges that arise from and interact with basic political issues like democracy, accountability, equity, fairness, and justice. At the same time it necessarily faces concerns common to all organizations, such as efficiency, human and capital resource management, morale, planning, and adaptation to change.

The program will appeal to students interested in the public service, public sector businesses or business-government relations.

Students enrolled in the PMGT major can choose to complete three of the five required courses for the Certificate in Leadership as part of their requirements for the program if they choose the appropriate restricted electives. If you would like to graduate both with a BComm degree and the Certificate in Leadership you should use two of your free electives to enroll in HROB\*2010 in either semester 3 or 6 and HROB\*4010 in semester 8. In addition to the five degree-credit courses selected from the above list, 120 hours of leadership practice are required to obtain the undergraduate Certificate in Leadership. See <http://www.leadershipcertificate.com/> for information regarding this Certificate and its course requirements.

A principal aim of the Co-op program in Public Management is to facilitate the transition of students from academic studies to a professional career by enhancing the integration of theory and practice.

**Program Requirements**

The Co-op program in Public Management is a five year program, including five work terms. Students must complete a Fall, Winter and Summer work term and must follow the academic work schedule as outlined below (also found on the Co-operative Education website: <https://www.recruitguelph.ca/cecs/>). Please refer to the Co-operative Education program policy with respect to adjusting this schedule.

**Public Management Academic and Co-op Work Term Schedule**

Year	Fall	Winter	Summer
1	Academic Semester 1	Academic Semester 2	Off
2	Academic Semester 3 COOP*1100	Academic Semester 4	COOP*1000 Work Term I
3	COOP*2000 Work Term II	Academic Semester 5	COOP*3000 Work Term III
4	Academic Semester 6	COOP*4000 Work Term IV	COOP*5000 Work Term V
5	Academic Semester 7	Academic Semester 8	N/A

To be eligible to continue in the Co-op program, students must meet a minimum 70% cumulative average requirement after second semester, as well as meet all work term requirements. Please refer to the Co-operative Education program policy with respect to work term performance grading, work term report grading and program completion requirements.

For additional program information students should consult with their Co-op Co-ordinator and Co-op Faculty Advisor, listed on the Co-operative Education web site.

**Credit Summary (22.00 Total Credits)\***

12.50 - Required Core Courses

4.50 - Restricted Electives (from lists)

**1.50 - Liberal Education Electives****1.50 - Free Electives****2.00 Co-op Work Terms**

**Note:** A minimum of four Co-op work terms including a Summer, Fall, and Winter are necessary to complete the Co-op requirement. \*A fifth Co-op work term is optional and if completed the total number of credits will equal 22.50.

The recommended program sequence is outlined below.

**Major****Semester 1**

ECON*1050	[0.50]	Introductory Microeconomics
MCS*1000	[0.50]	Introductory Marketing
MGMT*1000	[1.00]	Introduction to Business
POLS*1400	[0.50]	Issues in Canadian Politics

**Semester 2**

ECON*1100	[0.50]	Introductory Macroeconomics
HROB*2090	[0.50]	Individuals and Groups in Organizations
MATH*1030	[0.50]	Business Mathematics
POLS*2300	[0.50]	Canadian Government and Politics

0.50 elective

**Semester 3**

ACCT*1220	[0.50]	Introductory Financial Accounting
COOP*1100	[0.00]	Introduction to Co-operative Education
ECON*2310	[0.50]	Intermediate Microeconomics
ECON*2740	[0.50]	Economic Statistics
POLS*3250	[0.50]	Public Policy: Challenges and Prospects

One of:

ECON*2100	[0.50]	Economic Growth and Environmental Quality
ECON*2650	[0.50]	Introductory Development Economics
ECON*2720	[0.50]	Business History

**Semester 4 - Winter**

ACCT*2230	[0.50]	Management Accounting
ECON*2410	[0.50]	Intermediate Macroeconomics
ECON*2560	[0.50]	Introduction to Finance
POLS*2250	[0.50]	Public Administration and Governance

0.50 electives

**Summer Semester**

COOP*1000	[0.50]	Co-op Work Term I
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**Fall Semester**

COOP*2000	[0.50]	Co-op Work Term II
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**Semester 5 - Winter**

ECON*3610	[0.50]	Public Economics
FARE*3310	[0.50]	Operations Management
MCS*2020	[0.50]	Information Management
MGMT*3320	[0.50]	Financial Management

One of:

PHIL*2120	[0.50]	Ethics
PHIL*2600	[0.50]	Business and Professional Ethics
PHIL*3040	[0.50]	Philosophy of Law

\* This course may be offered in the fall and can be taken later in the program.

**Summer Semester**

COOP*3000	[0.50]	Co-op Work Term III
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**Semester 6 - Fall**

MGMT*3020	[0.50]	Corporate Social Responsibility
POLS*3470	[0.50]	Business-Government Relations in Canada

One of:

ECON*3300	[0.50]	Economics of Health and the Workplace
ECON*3400	[0.50]	The Economics of Personnel Management
ECON*3520	[0.50]	Labour Economics
ECON*3580	[0.50]	Economics of Regulation
ECON*3620	[0.50]	International Trade
ECON*3730	[0.50]	The Origins of International Inequality

One of:

MCS*3040	[0.50]	Business and Consumer Law
REAL*4840	[0.50]	Housing and Real Estate Law

0.50 electives

**Winter Semester**

COOP*4000	[0.50]	Co-op Work Term IV (Eight month work term in conjunction with COOP*5000)
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**Summer Semester**

COOP*5000	[0.50]	Co-op Work Term V (Eight month work term in conjunction with COOP*4000)
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**Semester 7 - Fall**

MGMT*4000	[0.50]	Strategic Management
One of:		
ECON*3300	[0.50]	Economics of Health and the Workplace
ECON*3400	[0.50]	The Economics of Personnel Management
ECON*3520	[0.50]	Labour Economics
ECON*3580	[0.50]	Economics of Regulation
ECON*3620	[0.50]	International Trade
ECON*3730	[0.50]	The Origins of International Inequality

One of \*\*:

POLS*4160	[1.00]	Multi-Level Governance in Canada
POLS*4250	[1.00]	Topics in Public Management
POLS*4270	[0.50]	Advanced Lecture in Public Management
POLS*4970	[0.50]	Honours Political Science Research I

0.50 credits at the 3000 or 4000 level in Economics or 4000 level in Political Science  
1.00 electives\*\*\*

**Semester 8 - Winter**

ECON*4400	[0.50]	Managerial Economics
Two of:		
POLS*3130	[0.50]	Law, Politics and Judicial Process
POLS*3210	[0.50]	The Constitution and Canadian Federalism
POLS*3270	[0.50]	Local Government in Ontario
POLS*3670	[0.50]	Comparative Public Policy and Administration

One of \*\*:

POLS*4160	[1.00]	Multi-Level Governance in Canada
POLS*4250	[1.00]	Topics in Public Management
POLS*4980	[0.50]	Honours Political Science Research II

0.50 credits at the 4000 level in Economics

0.50 electives\*\*\*

\*\* If a 1.00 credit POLS is taken in either semester 7 or 8 this will meet the restricted elective requirement for both semesters POLS\*4250 is recommended

\*\*\* The number of electives will change if a 1.00 credit POLS course is taken in semester 7 or 8

**Real Estate and Housing (REH)****Department of Marketing and Consumer Studies, Gordon S. Lang School of Business and Economics**

The Real Estate and Housing major in the B.Comm. program is one of only a few undergraduate programs in Canada that specialize in the real estate sector. It takes a multi-disciplinary approach to the study of residential and commercial/investment real estate. Topics such as the development, financing, valuation, market analysis and management of real estate are taught in the context of economic, legal, political and social factors affecting this large and growing field of business in Canada and the world.

The purpose of this major is to develop the conceptual, analytical and management skills required for careers in real estate and housing. Students graduate with a degree that can lead to a variety of professional positions in the private or public sectors of the Canadian real estate industry or they can continue on to graduate work in business, planning or the social sciences.

Elective options enable students to select courses which support or complement their primary field of study. Examples: (1) students can use Liberal Education and free electives to earn the Certificate in Leadership. See <http://www.leadershipcertificate.com/> for information regarding this Certificate and its course requirements; (2) students interested in languages and/or going on exchange can use their Liberal Education and free electives to study one or more of the various languages taught at the University. (3) Students interested in obtaining their Accredited Appraiser Canadian Institute (AACI) designation should consider taking some of the additional 4 required courses through University of British Columbia distance education by letter of permission to count as electives in their degree, once they have completed REAL\*4820.

Students may consult the REH Faculty Advisor or B.Comm. Program Counsellor for additional information.

**Degree Requirements (20.00 Total Credits)**

16.00 - Required Core Courses

0.00 – MGMT\*1100 (Business Career Preparation)

1.50 - Liberal Education Electives

2.50 - Free Electives

**Major****Semester 1**

ECON*1050	[0.50]	Introductory Microeconomics
REAL*1820	[0.50]	Real Estate and Housing
MGMT*1000	[1.00]	Introduction to Business

0.50 electives

**Semester 2**

ACCT*1220	[0.50]	Introductory Financial Accounting
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ECON*1100	[0.50]	Introductory Macroeconomics
MCS*1000	[0.50]	Introductory Marketing
MATH*1030	[0.50]	Business Mathematics

0.50 electives

**Semester 3**

ACCT*2230	[0.50]	Management Accounting
ECON*2310	[0.50]	Intermediate Microeconomics
MGMT*1100	[0.00]	Business Career Preparation
REAL*2850	[0.50]	Service Learning in Housing

One of:

ECON*2740	[0.50]	Economic Statistics
STAT*2060	[0.50]	Statistics for Business Decisions

0.50 electives

**Semester 4**

ECON*2560	[0.50]	Introduction to Finance
HROB*2090	[0.50]	Individuals and Groups in Organizations
MCS*2020	[0.50]	Information Management
REAL*2820	[0.50]	Real Estate Finance

0.50 electives

**Semester 5**

ECON*2410	[0.50]	Intermediate Macroeconomics
FARE*3310	[0.50]	Operations Management
REAL*4820	[0.50]	Real Estate Appraisal
REAL*4840	[0.50]	Housing and Real Estate Law

0.50 electives

**Semester 6**

ECON*3960	[0.50]	Money, Credit and the Financial System
LARC*2820	[0.50]	Urban and Regional Planning
MGMT*3020	[0.50]	Corporate Social Responsibility
MGMT*3320	[0.50]	Financial Management
REAL*3890	[0.50]	Property Management

**Semester 7**

ECON*3500	[0.50]	Urban Economics
MGMT*4000	[0.50]	Strategic Management
REAL*3810	[0.50]	Real Estate Market Analysis
REAL*4870	[0.50]	Sustainable Real Estate

0.50 electives

**Semester 8**

POLS*3270	[0.50]	Local Government in Ontario
REAL*4830	[1.00]	Real Estate Development Project

1.00 electives

**Real Estate and Housing (Co-op) (REH:C)****Department of Marketing and Consumer Studies, Gordon S. Lang School of Business and Economics**

The Real Estate and Housing major in the B.Comm. program is one of only a few undergraduate programs in Canada that specialize in the real estate sector. It takes a multi-disciplinary approach to the study of residential and commercial/investment real estate.

The purpose of this major is to develop the conceptual, analytical and management skills required for careers in real estate and housing. Students graduate with a degree that can lead to a variety of professional positions in the private or public sectors of the Canadian real estate industry or they can continue on to graduate work in business, planning or the social sciences.

Elective options enable students to select courses which support or complement their primary field of study. Examples: (1) students can use Liberal Education and free electives to earn the Certificate in Leadership. See <http://www.leadershipcertificate.com/> for information regarding this Certificate and its course requirements; (2) students interested in languages and/or going on exchange can use their Liberal Education and free electives to study one or more of the various languages taught at the University. (3) Students interested in obtaining their Accredited Appraiser Canadian Institute (AACI) designation should consider taking some of the additional four required courses through University of British Columbia distance education by letter of permission to count as electives in their degree, once they have completed REAL\*4820.

A principal aim of the Co-op program in Real Estate and Housing is to facilitate the transition of students from academic studies to a professional career by enhancing the integration of theory and practice.

**Program Requirements**

The Co-op program in Real Estate and Housing is a five year program, including five work terms. Students must complete a Fall, Winter and Summer work term and must follow the academic work schedule as outlined below (also found on the Co-operative Education website: <https://www.recrutguelph.ca/cecs/>). Please refer to the Co-operative Education program policy with respect to adjusting this schedule.

**Real Estate and Housing Academic and Co-op Work Term Schedule**

Year	Fall	Winter	Summer
1	Academic Semester 1	Academic Semester 2	Off
2	Academic Semester 3 COOP*1100	Academic Semester 4	COOP*1000 Work Term I
3	COOP*2000 Work Term II	Academic Semester 5	COOP*3000 Work Term III
4	Academic Semester 6	COOP*4000 Work Term IV	COOP*5000 Work Term V
5	Academic Semester 7	Academic Semester 8	N/A

To be eligible to continue in the Co-op program, students must meet a minimum 70% cumulative average requirement after second semester, as well as meet all work term requirements. Please refer to the Co-operative Education program policy with respect to work term performance grading, work term report grading and program completion requirements.

For additional program information students should consult with their Co-op Co-ordinator and Co-op Faculty Advisor, listed on the Co-operative Education web site.

**Credit Summary (22.00 Total Credits)\***

16.00 - Required Core Courses

1.50 - Liberal Education Electives

2.50 - Free Electives

2.00 Co-op Work Terms

**Note:** A minimum of four Co-op work terms including a Summer, Fall, and Winter are necessary to complete the Co-op requirement. \*A fifth Co-op work term is optional and if completed the total number of credits will equal 22.50.

The recommended program sequence is outlined below.

**Major****Semester 1 - Fall**

ECON*1050	[0.50]	Introductory Microeconomics
REAL*1820	[0.50]	Real Estate and Housing
MGMT*1000	[1.00]	Introduction to Business

0.50 electives

**Semester 2 - Winter**

ACCT*1220	[0.50]	Introductory Financial Accounting
ECON*1100	[0.50]	Introductory Macroeconomics
MCS*1000	[0.50]	Introductory Marketing
MATH*1030	[0.50]	Business Mathematics

0.50 electives

**Semester 3 - Fall**

ACCT*2230	[0.50]	Management Accounting
COOP*1100	[0.00]	Introduction to Co-operative Education
ECON*2310	[0.50]	Intermediate Microeconomics
REAL*2850	[0.50]	Service Learning in Housing

One of:

ECON*2740	[0.50]	Economic Statistics
STAT*2060	[0.50]	Statistics for Business Decisions

0.50 electives

**Semester 4 - Winter**

ECON*2410	[0.50]	Intermediate Macroeconomics
ECON*2560	[0.50]	Introduction to Finance
HROB*2090	[0.50]	Individuals and Groups in Organizations
REAL*2820	[0.50]	Real Estate Finance

0.50 electives

**Summer Semester**

COOP*1000	[0.50]	Co-op Work Term I
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**Fall Semester**

COOP*2000	[0.50]	Co-op Work Term II
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**Semester 5 - Winter**

ECON*3960	[0.50]	Money, Credit and the Financial System
FARE*3310	[0.50]	Operations Management
REAL*3890	[0.50]	Property Management
MCS*2020	[0.50]	Information Management

0.50 electives

**Summer Semester**

COOP*3000	[0.50]	Co-op Work Term III
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**Semester 6 - Fall**

MGMT*3020	[0.50]	Corporate Social Responsibility
MGMT*3320	[0.50]	Financial Management
REAL*4820	[0.50]	Real Estate Appraisal
REAL*4840	[0.50]	Housing and Real Estate Law

0.50 electives

**Winter Semester**

COOP\*4000 [0.50] Co-op Work Term IV  
(Eight month work term in conjunction with COOP\*5000)

**Summer Semester**

COOP\*5000 [0.50] Co-op Work Term V  
(Eight month work term in conjunction with COOP\*4000)

**Semester 7 - Fall**

ECON\*3500 [0.50] Urban Economics  
MGMT\*4000 [0.50] Strategic Management  
REAL\*3810 [0.50] Real Estate Market Analysis  
REAL\*4870 [0.50] Sustainable Real Estate

0.50 electives

**Semester 8 - Winter**

LARC\*2820 [0.50] Urban and Regional Planning  
POLS\*3270 [0.50] Local Government in Ontario  
REAL\*4830 [1.00] Real Estate Development Project

0.50 electives