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

Contact Information:
University of Guelph
Guelph, Ontario, Canada
N1G 2W1
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https://www.uoguelph.ca

Revision Information:

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Disclaimer

University of Guelph 2019

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,

Published by: Enrolment Services
Introduction

Collection, Use and Disclosure of Personal Information

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.ontario.ca/page/ministry-advanced-education-and-skills-development or https://www.ontario.ca/fr/page/ministre-de-lenseignement-superieur-et-de-la-formation-professionnelle. 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

The University of Guelph is required to disclose personal information such as characteristics and educational outcomes to the Ministry 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 administrating 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 Ministry 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.

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.

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 or https://www.ontario.ca/fr/page/ministre-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.


Frequently Asked Questions related to the Ministry’s enrolment and OEN data activities are also posted at: http://www.tcu.gov.on.ca/pepa/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

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

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

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

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.

Learning Outcomes

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

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

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:

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

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

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
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<td>ECON*1050</td>
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<td>MCS*1000</td>
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Year 2
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<td>ECON*2560</td>
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<td>HROB*2090</td>
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<td>MGMT*1100</td>
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Year 3
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<td>MGMT*3320</td>
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Year 4
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<td>HTM*3120</td>
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 accidentally at the end of the document, but it seems to have been intended to continue under the Program Information section.

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 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
- MATH Mathematics
- PSYC Psychology
- STAT Statistics

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.

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.
### 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*1050 [0.50] Introductory Microeconomics
- MATH*1030 [0.50] Business Mathematics
- MGMT*1100 [1.00] Introduction to Business

**Semester 3**

- ACCT*4230 [0.50] Applied Financial Accounting
- ECON*4100 [0.50] Introduction to Business
- HROB*2090 [0.50] Individuals and Groups in Organizations
- MCS*1000 [0.50] Introductory Marketing

* 0.50 elective

### 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] Introduction to Business
- HROB*2090 [0.50] Individuals and Groups in Organizations
- MCS*1000 [0.50] Introductory Marketing

**Semester 3**

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

0.50 electives

**Semester 4**

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

* 0.50 elective

**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

**Semester 8 - Winter**

- ACCT*4310 [0.50] Advanced Management Accounting

**Semester 7 or 8 - Fall or Winter**

- MGMT*4000 [0.50] Strategic Management

Two of:

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

* 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.ouuqelph.ca/business/bcomm

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**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.

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**Notes:**

- 0.50 electives
- MATH*1200 is a prerequisite for MATH*1030.
- MATH*1030 is a prerequisite for MATH*1200.
- MGMT*1000 is a prerequisite for MGMT*1100.
- ECON*1100 is a prerequisite for ECON*1200.
- HROB*2090 is a prerequisite for HROB*3000.
- MGMT*3040 is a prerequisite for MGMT*3320.
- MGMT*3320 is a prerequisite for MGMT*4000.
- MGMT*4000 is a prerequisite for MGMT*4300.
- MGMT*4300 is a prerequisite for MGMT*4400.

---

**Counsellor or Faculty Advisor:**

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.ouuqelph.ca/business/bcomm

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**Required Core Courses**

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

---

**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] Introduction to Business
- HROB*2090 [0.50] Individuals and Groups in Organizations
- MCS*1000 [0.50] Introductory Marketing

* 0.50 elective

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**Semester 3**

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

0.50 electives

**Semester 4**

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

* 0.50 elective

**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

**Semester 8 - Winter**

- ACCT*4310 [0.50] Advanced Management Accounting

**Semester 7 or 8 - Fall or Winter**

- MGMT*4000 [0.50] Strategic Management

Two of:

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

---

**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.**

**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.**

**Students interested in choosing the MGMT major should take MGMT*1200 Principles of Management instead of ACCT*1220 in the Winter semester.**

**Students who select MATH*1200 do not also need to complete MATH*1030.**

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**Degrees Programs, Bachelor of Commerce (B.Comm.)**
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/ cces). Please refer to the Co-operative Education program policy with respect to adjusting this schedule.

Accounting Academic and Co-op Work Term Schedule

<table>
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<tr>
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<td>Academic Semester 7</td>
<td>Academic Semester 8</td>
<td>N/A</td>
</tr>
</tbody>
</table>

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 & 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
MGMT*1000 [0.50] Introductory Marketing
STAT*2060 [0.50] Statistics for Business Decisions
0.50 electives

Semester 4 -- Summer
ACCT*3280 [0.50] Auditing I
ACCT*3340 [0.50] Intermediate Financial Accounting II
ACCT*3350 [0.50] Taxation
MGMT*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*1000 [0.50] Co-op Work Term I

Semester 6 -- Summer
ACCT*3230 [0.50] Intermediate Management Accounting
MGMT*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)

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

Semester 7 - Fall
ACCT*4220 [0.50] Advanced Financial Accounting

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

Semester 7 or 8 - Fall or Winter
MGMT*4000 [0.50] Strategic Management
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
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/](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**

<table>
<thead>
<tr>
<th>Year</th>
<th>Fall Semester</th>
<th>Winter Semester</th>
<th>Summer Semester</th>
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<td>5</td>
<td>Academic Semester 7</td>
<td>Academic Semester 8</td>
<td>N/A</td>
</tr>
</tbody>
</table>

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 website.

**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

### 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

### 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] Agrifood Markets and Policy

### Semester 5
- ECON*2560 [0.50] Introduction to Finance
- ECON*3740 [0.50] Introduction to Econometrics
- FARE*3310 [0.50] Financial Management
- MGMT*3020 [0.50] Corporate Social Responsibility
- MGMT*3320 [0.50] Strategic Management

### Semester 6
- FARE*4240 [0.50] Futures and Options Markets

### Semester 7
- FARE*3030 [0.50] The Firm and Markets
- FARE*4370 [0.50] Food & Agri Marketing Management
- MGMT*4000 [0.50] Strategic Management

### Semester 8
- AGR*4600 [1.00] Agriculture and Food Issue Problem Solving
- FARE*4000 [0.50] Agricultural and Food Policy
- FARE*4220 [0.50] Advanced Agribusiness Management

### 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 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 tourism area includes:
The restaurant and foodservice area includes:
The hotel and lodging area includes:

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

## Restricted Electives
- A maximum 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

## 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.
### 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
- HRB*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
- HRB*3010 [0.50] Compensation Systems
- HRB*3070 [0.50] Recruitment and Selection
- HRB*3090 [0.50] Training and Development
- HRB*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] Real Estate and Housing
- 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)

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.leadershipcerticate.com/](http://www.leadershipcerticate.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/ceca/](https://www.recruitguelph.ca/ceca/)). Please refer to the Co-operative Education program policy with respect to work term performance grading, work term report grading and program completion 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. Please refer to the Co-operative Education program policy with respect to work term performance grading, work term report grading and program completion requirements.

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. For more information regarding current offerings, students should consult the Faculty Advisor.

### Credit Summary (21.50 Total Credits)

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</table>

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.
X. Degree Programs, Bachelor of Commerce (B.Comm.)

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

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

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

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

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

Semester 5 or 7 - Fall
HTM*3060 [0.50] Lodging Management

Semester 7 - Fall
HTM*4090 [0.50] Hospitality Development, Design and Sustainability

Semester 8 - Winter
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

Restaurant and Foodservice

Semester 4, 5 or 6 - Fall or Winter
HTM*2700 [0.50] Understanding Foods

Semester 5 or 6 - Fall or Winter
HTM*3090 [1.00] Restaurant Operations Management

Semester 8 - Winter
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 - 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*3140 [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, as well as through the understanding and analysis of 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
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

<table>
<thead>
<tr>
<th>Year</th>
<th>Fall</th>
<th>Winter</th>
<th>Summer</th>
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<tbody>
<tr>
<td>1</td>
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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**

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
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<td>MCS*1000</td>
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**Semester 2**

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**Semester 3**

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**Semester 5**

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**Semester 6**

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<td>HRROB*3100</td>
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<td>MGMT*4200</td>
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**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.
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
HRGB*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
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
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 in 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

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


<table>
<thead>
<tr>
<th>Course Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT*3230</td>
<td>Intermediate Management Accounting</td>
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<tr>
<td>ACCT*3280</td>
<td>Auditing I</td>
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<tr>
<td>ACCT*3330</td>
<td>Intermediate Financial Accounting I</td>
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<td>ACCT*3340</td>
<td>Intermediate Financial Accounting II</td>
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<tr>
<td>ACCT*3350</td>
<td>Taxation</td>
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<tr>
<td>ACCT*4220</td>
<td>Advanced Financial Accounting</td>
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<td>ACCT*4230</td>
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<tr>
<td>ACCT*4270</td>
<td>Auditing II</td>
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<td>ACCT*4290</td>
<td>IT Auditing and Data Analytics</td>
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<td>ACCT*4340</td>
<td>Accounting Theory</td>
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<td>ACCT*4350</td>
<td>Income Taxiation</td>
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<tr>
<td>ACCT*4440</td>
<td>Integrated Cases in Accounting</td>
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Courses to prepare for the Certified Human Resource Professional (CHRP) designation

Courses toward the Leadership Certificate:

Courses in Public Administration:

Courses in Real Estate and Housing:

Courses in Corporate Social Responsibility:

Courses in Marketing:

Courses in Food and Agribusiness:

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.recruituoguelph.ca/cec/cg/](https://www.recruituoguelph.ca/cec/cg/)). 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

<table>
<thead>
<tr>
<th>Year</th>
<th>Fall</th>
<th>Winter</th>
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<td>1</td>
<td>Academic Semester 1</td>
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<td>Academic Semester 3</td>
<td>COOP*1100 Work Term I</td>
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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

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<thead>
<tr>
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<th>Credits</th>
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<td>MGMT*1000</td>
<td>Introduction to Business</td>
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<td>MATH*1030</td>
<td>Business Mathematics</td>
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<td>Introductory Macroeconomics</td>
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<td>Economics of the Workplace</td>
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Semester 2 - Winter

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X. Degree Programs, Bachelor of Commerce (B.Comm.)

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<td>CIS*1910</td>
<td>Discrete Structures in Computing I</td>
</tr>
<tr>
<td>CIS*2500</td>
<td>Intermediate Programming</td>
</tr>
<tr>
<td>CIS*2520</td>
<td>Data Structures</td>
</tr>
<tr>
<td>CIS*2750</td>
<td>Software Systems Development and Integration</td>
</tr>
<tr>
<td>CIS*3750</td>
<td>System Analysis and Design in Applications</td>
</tr>
</tbody>
</table>

**MANAGEMENT Area of Emphasis**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON*4400</td>
<td>Managerial Economics</td>
</tr>
</tbody>
</table>

1.50 credits from the following Finance courses:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON*3360</td>
<td>The Strategy of Mergers and Acquisitions</td>
</tr>
<tr>
<td>ECON*3660</td>
<td>Investments</td>
</tr>
<tr>
<td>ECON*3760</td>
<td>Fundamentals of Derivatives</td>
</tr>
<tr>
<td>ECON*3860</td>
<td>International Finance</td>
</tr>
<tr>
<td>ECON*3960</td>
<td>Money, Credit and the Financial System</td>
</tr>
</tbody>
</table>

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)**


<table>
<thead>
<tr>
<th>Course Code</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT*3230</td>
<td>Intermediate Management Accounting</td>
</tr>
<tr>
<td>ACCT*3280</td>
<td>Auditing I</td>
</tr>
<tr>
<td>ACCT*3330</td>
<td>Intermediate Financial Accounting I</td>
</tr>
<tr>
<td>ACCT*3340</td>
<td>Intermediate Financial Accounting II</td>
</tr>
<tr>
<td>ACCT*3350</td>
<td>Taxation</td>
</tr>
<tr>
<td>ACCT*4220</td>
<td>Advanced Financial Accounting</td>
</tr>
<tr>
<td>ACCT*4230</td>
<td>Advanced Management Accounting</td>
</tr>
<tr>
<td>ACCT*4270</td>
<td>Auditing II</td>
</tr>
<tr>
<td>ACCT*4290</td>
<td>IT Auditing and Data Analytics</td>
</tr>
<tr>
<td>ACCT*4340</td>
<td>Accounting Theory</td>
</tr>
<tr>
<td>ACCT*4350</td>
<td>Income Taxation II</td>
</tr>
<tr>
<td>ACCT*4430</td>
<td>Advanced Management Accounting</td>
</tr>
<tr>
<td>ACCT*4440</td>
<td>Integrated Cases in Accounting</td>
</tr>
</tbody>
</table>

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

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

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Title</th>
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</thead>
<tbody>
<tr>
<td>HROB*2200</td>
<td>Labour Relations</td>
</tr>
<tr>
<td>HROB*2290</td>
<td>Human Resources Management</td>
</tr>
<tr>
<td>HROB*3010</td>
<td>Compensation Systems</td>
</tr>
<tr>
<td>HROB*3030</td>
<td>Occupational Health and Safety</td>
</tr>
<tr>
<td>HROB*3070</td>
<td>Recruitment and Selection</td>
</tr>
<tr>
<td>HROB*3090</td>
<td>Training and Development</td>
</tr>
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</table>

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

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Title</th>
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</thead>
<tbody>
<tr>
<td>ECON*3400</td>
<td>The Economics of Personnel Management</td>
</tr>
<tr>
<td>ECON*3520</td>
<td>Labour Economics</td>
</tr>
<tr>
<td>ECON*3620</td>
<td>International Trade</td>
</tr>
<tr>
<td>ECON*4790</td>
<td>Topics in Labour Market Theory</td>
</tr>
<tr>
<td>HROB*2200</td>
<td>Labour Relations</td>
</tr>
<tr>
<td>HROB*2290</td>
<td>Human Resources Management</td>
</tr>
<tr>
<td>HROB*3010</td>
<td>Compensation Systems</td>
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<tr>
<td>HROB*3030</td>
<td>Occupational Health and Safety</td>
</tr>
<tr>
<td>HROB*3070</td>
<td>Recruitment and Selection</td>
</tr>
<tr>
<td>HROB*3090</td>
<td>Training and Development</td>
</tr>
</tbody>
</table>
Courses toward the Leadership Certificate:
(see http://www.leadershipcertificate.com/ for more information)
HROB*4060 [0.50] Human Resource Planning
HROB*4010 [0.50] Leadership Certificate Capstone
POL*S250 [0.50] Public Administration and Governance
POL*S3440 [0.50] Corruption, Scandal and Political Ethics

Courses in Public Administration:
ECON*3610 [0.50] Public Economics
POL*S2250 [0.50] Public Administration and Governance
POL*S2300 [0.50] Canadian Government and Politics
POL*S3210 [0.50] The Constitution and Canadian Federalism
POL*S3250 [0.50] Public Policy: Challenges and Prospects
POL*S3270 [0.50] Local Government in Ontario
POL*S3470 [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*1220 [0.50] Society and Space
GEOG*2510 [0.50] Human Impact on the Environment
NUTR*1000 [0.50] Introduction to Nutrition
PHIL*2070 [0.50] Philosophy of the Environment
POL*S1400 [0.50] Issues in Canadian Politics
POL*S2250 [0.50] Public Administration and Governance
POL*S2300 [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

2019-2020 Undergraduate Calendar
Last Revision: July 4, 2019
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 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 [0.50 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*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.
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*4600 [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
POL*1400 [0.50] Issues in Canadian Politics
POL*2250 [0.50] Public Administration and Governance
POL*3000 [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 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
POL*1500 [0.50] World Politics
POL*2080 [0.50] Development and Underdevelopment
POL*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*2100 [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*4900 [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 organizations, they must take one [0.50 credits] of:
HROB*4010 [0.50] Leadership Certificate Capstone
MCS*4100 [0.50] Entrepreneurship
MCS*4900 [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

X. Degree Programs, Bachelor of Commerce (B.Comm.)

2019-2020 Undergraduate Calendar
### Major

#### Semester 1

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>ECON*1050</td>
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<td>Introductory Microeconomics</td>
</tr>
<tr>
<td>MCS*1000</td>
<td>0.50</td>
<td>Introductory Marketing</td>
</tr>
<tr>
<td>MGMT*1000</td>
<td>1.00</td>
<td>Introduction to Business</td>
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<tr>
<td>POLS*1400</td>
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<td>Issues in Canadian Politics</td>
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#### Semester 2

<table>
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<td>Introductory Macroeconomics</td>
</tr>
<tr>
<td>HROB*2090</td>
<td>0.50</td>
<td>Individuals and Groups in Organizations</td>
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<tr>
<td>MATH*1030</td>
<td>0.50</td>
<td>Business Mathematics</td>
</tr>
<tr>
<td>POLS*2300</td>
<td>0.50</td>
<td>Canadian Government and Politics</td>
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</table>

#### Semester 3

<table>
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<tr>
<td>ACCT*1220</td>
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<td>Introductory Financial Accounting</td>
</tr>
<tr>
<td>ECON*2310</td>
<td>0.50</td>
<td>Intermediate Microeconomics</td>
</tr>
<tr>
<td>ECON*2740</td>
<td>0.50</td>
<td>Economic Statistics</td>
</tr>
<tr>
<td>POLS*3250</td>
<td>0.50</td>
<td>Public Policy: Challenges and Prospects</td>
</tr>
</tbody>
</table>

One of:

- ECON*2100 | 0.50 | Economic Growth and Environmental Quality |
- ECON*2650 | 0.50 | Introduction to Development Economics |
- ECON*2720 | 0.50 | Business History |

#### Semester 4

<table>
<thead>
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<th>Credits</th>
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<tr>
<td>ACCT*2230</td>
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<td>Management Accounting</td>
</tr>
<tr>
<td>ECON*2410</td>
<td>0.50</td>
<td>Intermediate Macroeconomics</td>
</tr>
<tr>
<td>MGMT*1100</td>
<td>0.00</td>
<td>Business Career Preparation</td>
</tr>
<tr>
<td>POLS*2250</td>
<td>0.50</td>
<td>Public Administration and Governance</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>ECON*2560</td>
<td>0.50</td>
<td>Introduction to Finance</td>
</tr>
<tr>
<td>FARE*3310</td>
<td>0.50</td>
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<tr>
<td>MGMT*3320</td>
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<td>Financial Management</td>
</tr>
</tbody>
</table>

One of:

- MCS*3040 | 0.50 | Business and Consumer Law |
- REAL*4840 | 0.50 | Housing and Real Estate Law |

0.50 electives

#### Semester 6

<table>
<thead>
<tr>
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<tr>
<td>ECON*3610</td>
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<tr>
<td>MCS*2020</td>
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<td>Information Management</td>
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</table>

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

<table>
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<td>MGMT*3020</td>
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<td>Corporate Social Responsibility</td>
</tr>
<tr>
<td>POLS*3470</td>
<td>0.50</td>
<td>Business-Government Relations in Canada</td>
</tr>
</tbody>
</table>

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 electives at the 3000 or 4000 level in Economics or Political Science

0.50 electives

#### Semester 8

<table>
<thead>
<tr>
<th>Course Code</th>
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<tr>
<td>ECON*4400</td>
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<td>Managerial Economics</td>
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<tr>
<td>MGMT*4000</td>
<td>0.50</td>
<td>Strategic Management</td>
</tr>
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</table>

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 |

** 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 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/](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/](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**

<table>
<thead>
<tr>
<th>Year</th>
<th>Fall</th>
<th>Winter</th>
<th>Summer</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Academic Semester 1</td>
<td>Academic Semester 2</td>
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</tr>
<tr>
<td>2</td>
<td>Academic Semester 3 COOP*1100</td>
<td>Academic Semester 4</td>
<td>COOP*1000 Work Term I</td>
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<tr>
<td>3</td>
<td>COOP*2000 Work Term II</td>
<td>Academic Semester 5</td>
<td>COOP*3000 Work Term III</td>
</tr>
<tr>
<td>4</td>
<td>Academic Semester 6 COOP*4000 Work Term IV</td>
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<td>5</td>
<td>Academic Semester 7</td>
<td>Academic Semester 8</td>
<td>N/A</td>
</tr>
</tbody>
</table>

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)
X. Degree Programs, Bachelor of Commerce (B.Comm.)

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
- HRORB*2090 [0.50] Individuals and Groups in Organizations
- MATH*1030 [0.50] Business Mathematics
- POLS*2300 [0.50] Canadian Government and Politics

**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

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

**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

**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)

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

**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/](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 (AACT) 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
Real Estate and Housing Academic and Co-op Work Term Schedule

<table>
<thead>
<tr>
<th>Year</th>
<th>Fall</th>
<th>Winter</th>
<th>Summer</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Academic Semester 1</td>
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<td>5</td>
<td>Academic Semester 8</td>
<td>Summer</td>
<td></td>
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</tbody>
</table>

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
- MGMT*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*2820 [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
- 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 5 - Winter**
- 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
- 0.50 electives

**Semester 6 - Winter**
- ECON*3590 [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 7 - Winter**
- POLS*3327 [0.50] Local Government in Ontario
- REAL*4830 [1.00] Real Estate Development Project

**Semester 8 - Winter**
- 1.00 electives

**Real Estate and Housing (Co-op) (REH:C)**

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 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.

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 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 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.recruitguelph.ca/cecs/). Please refer to the Co-operative Education program policy with respect to adjusting this schedule.
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