2017-2018 Undergraduate Calendar

The information published in this Undergraduate Calendar outlines the rules, regulations, curricula, programs and fees for the 2017-2018 academic year, including the Summer Semester 2017, the Fall Semester 2017 and the Winter Semester 2018.

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:

• The Association of Universities Canada

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Revision Information:

<table>
<thead>
<tr>
<th>Date</th>
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<tbody>
<tr>
<td>February 1, 2017</td>
<td>Initial Publication</td>
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<tr>
<td>March 29, 2017</td>
<td>Second Publication</td>
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<td>May 31, 2017</td>
<td>Third Publication</td>
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<td>June 9, 2017</td>
<td>Fourth Publication</td>
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<td>August 17, 2017</td>
<td>Fifth Publication</td>
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Disclaimer

University of Guelph 2017

The information published in this Undergraduate Calendar outlines the rules, regulations, curricula, programs and fees for the 2017-2018 academic year, including the Summer Semester 2017, the Fall Semester 2017 and the Winter Semester 2018.

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.e-laws.gov.on.ca/index.html]. This information is used by University officials in order to carry out their authorized academic and administrative responsibilities and also to establish a relationship for alumni and development purposes. Certain personal information is disclosed to external agencies, including the Ontario Universities Application Centre, the Ministry of Advanced Education and Skills Development, 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 Advanced Education and Skills Development

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

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

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

i. understanding the transition of students from secondary school to post-secondary education and training,

ii. understanding student participation and progress, mobility and learning and employment outcomes,

iii. understanding linkages among universities, colleges, secondary schools and other educational and training institutions prescribed by regulation,

iv. understanding trends in post-secondary education or training program choices made by students,

v. understanding sources and patterns of student financial resources, including financial assistance and supports provided by government and post-secondary educational and training institutions,

vi. planning to enhance the affordability and accessibility of post-secondary education and training and the quality and effectiveness of the post-secondary sector,

vii. identifying conditions or barriers that inhibit student participation, progress, completion and transition to employment or future post-secondary educational or training opportunities, and

viii. developing key performance indicators.

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

Further information on the collection and use of student-level enrolment-related data can be obtained from the Ministry of Training Colleges and Universities website: [https://www.ontario.ca/page/ministry-advanced-education-and-skills-development (English)] or [https://www.ontario.ca/fr/page/ministere-de-lenseignement-superieur-et-de-la-formation-professionnelle (French)] 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/pepg/publications/NoticeOfCollection.pdf]

Authority to Disclose Personal Information to Statistics Canada

The Ministry of Advanced Education and Skills Development 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 Ministry of Advanced Education and Skills Development Act 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, his/her 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 his or her 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 in 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 mid-February in semester two in order to gain access to required courses in semester three.

**Bachelor of Commerce Majors**

Most majors in the Bachelor of Commerce program are also available in the Co-operative Education (Co-op) option.

Undeclared (only available in semesters one and two)

- Accounting
- Food and Agricultural Business
- Hospitality and Tourism Management
- Leadership and Organizational 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:**

<table>
<thead>
<tr>
<th>Year 1</th>
<th>Course Code</th>
<th>Credits</th>
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<tr>
<td></td>
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<td>ECON*1050</td>
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<td></td>
<td>ECON*1100</td>
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**Year 2**

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<tr>
<td>HROB*2090</td>
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<td>MCS*2020</td>
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**Year 3**

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<tr>
<td>MGMT*3320</td>
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**Year 4**

<table>
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<tr>
<th>Course Code</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT*4000</td>
<td>[0.50]</td>
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*MGMT*1100 is part of the Career Development Program which is designed to provide students with knowledge and tools to enhance their career readiness skills.

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

**Liberal Education Requirement**

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

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

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

**Program Information**

**Academic Counselling**

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

**Departmental Advising**

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

**Special Expenses**

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

**Study at Other Universities**

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

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

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

**Study Abroad**

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

**Continuation of Studies**

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

**Conditions of Graduation**

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

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

**Career Development Program**

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

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

**Liberal Education Requirement**

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

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

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

**College 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 9 majors in order to gain access to required courses. This must be done no later than mid-February in 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 Liberal Education Requirement.

### Major

#### Semester 1
- ECON*1050 [0.50] Introductory Microeconomics
- MATH*1030 [0.50] Business Mathematics
- MGMT*1000 [1.00] Introduction to Business

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

- 0.50 elective

* These courses are offered in the Fall semester only

#### Semester 2
- ACCT*1220 [0.50] Introductory Financial Accounting
- ECON*1100 [0.50] Introductory Microeconomics
- HROB*2090 [0.50] Individuals and Groups in Organizations
- MCS*1000 [0.50] Introductory Marketing

- 0.50 electives

* 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.

#### Semester 3
- 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 4
- ACCT*3330 [0.50] Intermediate Financial Accounting I
- ECON*2560 [0.50] Theory of Finance
- MCS*3040 [0.50] Business and Consumer Law
- MGMT*3320 [0.50] Financial Management

- 0.50 electives

#### Semester 5
- ACCT*3220 [0.50] Intermediate Management Accounting
- FARE*3310 [0.50] Operations Management
- MGMT*3020 [0.50] Corporate Social Responsibility

- 1.00 electives

#### Semester 6
- ACCT*4240 [0.50] Advanced Management Accounting

- 0.50 electives

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

- 2.50 electives

*Note: ACCT*4270 and ACCT*4350 are offered in the Fall only. ACCT*4290, ACCT*4340 and ACCT*4440 are offered in the Winter only. Students may take MGMT*4000 in either Fall or Winter.*
### Accounting (Co-op) (ACCT:C)

**Department of Management, College of Business and Economics**

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. The Co-op in Accounting is a five year program including 4 work terms. Students must follow the academic work schedule as outlined on the Co-operative Education and Career Services website: [https://www.recruitguelph.ca/cecs/](https://www.recruitguelph.ca/cecs/).

In order for students to be eligible to continue in the Co-op program, they 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 and work term report grading. For additional program information students should consult with their Co-op Co-ordinator and Co-op Faculty Advisor, listed on the Co-operative Education and Career Services website: [https://www.recruitguelph.ca/cecs/](https://www.recruitguelph.ca/cecs/).

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

Group/Team work is a significant part of core credit work.

### Degree Requirements (20.00 Total Credits)

13.00 - Required Core Courses
1.00 - Restricted Electives (see semester 7 & 8)
1.50 - Liberal Education Electives
4.50 - Free Electives

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*1090 [0.50] Introductory Macroeconomics
- HROB*2090 [0.50] Individuals and Groups in Organizations

1.00 electives

**Semester 3 -- Fall**
- ACCT*2230 [0.50] Management Accounting
- ACCT*3330 [0.50] Intermediate Financial Accounting I
- MCS*1000 [0.50] Introductory Marketing
- STAT*2060 [0.50] Statistics for Business Decisions

0.50 electives

**Winter Semester**
- COOP*1000 [0.00] Co-op Work Term I

**Semester 4 -- Summer**
- ACCT*3280 [0.50] Auditing I
- ACCT*3340 [0.50] Intermediate Financial Accounting II
- ACCT*3350 [0.50] Taxation
- MCS*2020 [0.50] Information Management

0.50 electives

**Semester 5 -- Fall**
- ECON*2560 [0.50] Theory of Finance
- FARE*3310 [0.50] Operations Management
- HROB*2290 [0.50] Human Resources Management

1.00 electives

**Winter Semester**
- COOP*2000 [0.00] Co-op Work Term II

**Semester 6 -- Summer**
- ACCT*3230 [0.50] Intermediate Management Accounting
- MCS*3040 [0.50] Business and Consumer Law
- MGMT*3020 [0.50] Corporate Social Responsibility
- MGMT*3320 [0.50] Financial Management

0.50 electives

**Fall Semester**
- COOP*3000 [0.00] Co-op Work Term III (Eight month work term in conjunction with COOP*4000)

**Winter Semester**
- COOP*4000 [0.00] 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
- MATH*1030 [0.50] Business Mathematics
- MCS*1000 [0.50] Introductory Marketing
- MGMT*1000 [1.00] Introduction to Business

**Semester 2**
- ACCT*1220 [0.50] Introductory Financial Accounting
- ECON*1100 [0.50] Introductory Macroeconomics
- FARE*1400 [1.00] Economics of the Agri-Food System

0.50 electives or restricted electives

**Semester 3**
- ECON*2310 [0.50] Intermediate Microeconomics
- ECON*2740 [0.50] Economic Statistics
- HROB*2090 [0.50] Individuals and Groups in Organizations
- MCS*2020 [0.50] Information Management
- MGMT*1100 [0.00] Business Career Preparation

0.50 electives or restricted electives

**Semester 4**
- ACCT*2230 [0.50] Management Accounting
- ECON*2410 [0.50] Intermediate Macroeconomics
- ECON*2770 [0.50] Introductory Mathematical Economics
- FARE*2410 [0.50] Agrifood Markets and Policy

0.50 electives or restricted electives

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

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

2.00 electives or restricted electives

**Semester 7**
- FARE*4370 [0.50] Food & Agri Marketing Management
2017-2018 Undergraduate Calendar

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

Semester 4 - Winter
ACCT*2230 [0.50] Management Accounting
ECON*2410 [0.50] Intermediate Macroeconomics
ECON*2770 [0.50] Introductory Mathematical Economics
FARE*2410 [0.50] Agrifood Markets and Policy
0.50 electives or restricted electives

Summer Semester
COOP*1000 [0.00] Co-op Work Term I

Fall Semester
COOP*2000 [0.00] Co-op Work Term II
(Eight month work term Summer/Fall)

Semester 5 - Winter
ECON*2560 [0.50] Theory of Finance
ECON*3740 [0.50] Introduction to Econometrics
FARE*3310 [0.50] Operations Management
FARE*4240 [0.50] Futures and Options Markets
MGMT*3320 [0.50] Financial Management

Summer Semester
COOP*3000 [0.00] Co-op Work Term III

Semester 6 - Fall
MGMT*3020 [0.50] Corporate Social Responsibility
2.00 electives or restricted electives

Winter Semester
COOP*4000 [0.00] Co-op Work Term IV
(Eight month work term in conjunction with COOP*5000)

Summer Semester
COOP*5000 [0.00] Co-op Work Term V
(Eight month work term in conjunction with COOP*4000)

Semester 7 - Fall
FARE*3030 [0.50] The Firm and Markets
FARE*4370 [0.50] Food and Agri Marketing Management
MGMT*4000 [0.50] Strategic Management
One of:
  HROB*3050 [0.50] Employment Law
  MCS*3040 [0.50] Business and Consumer Law
  FARE*4840 [0.50] Housing and Real Estate Law
0.50 electives or restricted electives

Semester 8 - Winter
AGR*4600 [1.00] Agriculture and Food Issues Problem Solving
FARE*4220 [0.50] Advanced Agribusiness Management
0.50 electives or restricted electives

Restricted Electives
A minimum of 1.00 credits from the following list:
FARE*1300 [0.50] Poverty, Food & Hunger
FARE*2700 [0.50] Survey of Natural Resource Economics
FARE*3170 [0.50] Cost-Benefit Analysis
FARE*3250 [0.50] Food and International Development
FARE*4210 [0.50] World Agriculture, Food Security and Economic Development
FARE*4290 [0.50] Land Economics
FARE*4310 [0.50] Resource Economics
FARE*4360 [0.50] Marketing Research
FARE*4500 [0.50] Decision Science
FARE*4550 [0.50] Independent Studies I
FARE*4560 [0.50] Independent Studies II

Food and Agricultural Business (Co-op) (FAB:C)

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

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 Co-op program in Food and Agricultural Business is a five year program, including 5 work terms. Although the schedule includes 5 work terms, students have the option to complete only 4 of the 5 work terms, but must graduate with a Fall, Winter and Summer work term. Please refer to the Co-operative Education program policy with respect to adjusting the schedule listed below.

Students are eligible to participate in a maximum two (2) summer employment processes and must follow the academic work schedule as outlined on the Co-operative Education and Career Services website: https://www.recruituuelph.ca/cecs/.

In order for students to be eligible to continue in the Co-op program, they 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 and work term report grading.

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

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)
1.50 - Liberal Education Electives
2.00 - Free Electives

Major

Semester 1
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
ACCT*1220 [0.50] Introductory Financial Accounting
ECON*1100 [0.50] Introductory Macroeconomics
FARE*1400 [1.00] Economics of the Agri-Food System
0.50 electives or restricted electives

Semester 3 - Fall
COOP*1100 [0.00] Introduction to Co-operative Education
ECON*2310 [0.50] Intermediate Microeconomics
ECON*2740 [0.50] Economic Statistics
HROB*2090 [0.50] Individuals and Groups in Organizations
MCS*2020 [0.50] Information Management
0.50 electives or restricted electives

Hospitality and Tourism Management (HTM)
School of Hospitality, Food and Tourism Management, College of Business and Economics

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

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

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

Topics of study for all three areas of emphasis includes:
- human resources management;
- marketing;
- accounting;
- hospitality and lodging; restaurant and foodservice; and tourism.

Last Revision: August 17, 2017
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*4450) 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
ECON*1100 [0.50] Introductory Macroeconomics
HTM*1160 [0.50] Lodging Operations
MATH*1030 [0.50] Business Mathematics
1.00 electives or areas of emphasis
Semester 3
ACCT*1220 [0.50] Introductory Financial Accounting
HTM*1070 [0.50] Responsible Tourism Policy and Planning
One of:
ECON*2740 [0.50] Economic Statistics
STAT*2060 [0.50] Statistics for Business Decisions
Semester 4
ACCT*2230 [0.50] Management Accounting
MGMT*1100 [0.00] Business Career Preparation
Semester 3 or 4
HRB*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
MCS*2020 [0.50] Information Management
1.00 electives or areas of emphasis
Semester 5 or 6
ECON*2560 [0.50] Theory of Finance
HRB*2290 [0.50] Human Resources Management
HTM*3080 [0.50] Marketing Strategy for Hospitality Managers
HTM*3120 [0.50] Service Operations Analysis
MCS*3040 [0.50] Business and Consumer Law
MGMT*3020 [0.50] Corporate Social Responsibility
MGMT*3320 [0.50] Financial Management
1.50 electives or areas of emphasis
Semester 7 or 8
HTM*4080 [0.50] Experiential Learning and Leadership in the Hospitality and Tourism Industry
HTM*4190 [0.50] Hospitality and Tourism Industry Consultation
HTM*4250 [0.50] Hospitality Revenue Management
MGMT*4000 [0.50] Strategic Management
3.00 electives or areas of emphasis

Areas of Emphasis

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

Hotel and Lodging
Semester 4, 6 or 8
HTM*2070 [0.50] Event Management
Semester 5 or 7
HTM*3060 [0.50] Lodging Management
Semester 7
HTM*4090 [0.50] Hospitality Development, Design and Sustainability
Semester 8
HTM*4060 [0.50] Advanced Lodging Management
1.50 credits of:
ECON*2200 [0.50] Industrial Relations
EDRD*3160 [0.50] International Communication
FARE*4360 [0.50] Marketing Research
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 5 or 6
HTM*2700 [0.50] Understanding Foods
HTM*3090 [1.00] Restaurant Operations Management
Semester 8
HTM*4110 [0.50] Advanced Restaurant Operations
1.50 credits of:
FOOD*3700 [0.50] Sensory Evaluation of Foods
HRB*3010 [0.50] Managing and Rewarding Performance
HRB*3070 [0.50] Attracting and Acquiring Talent
HRB*3090 [0.50] Developing Talent
HRB*4060 [0.50] Workforce Optimization
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

X. Degree Programs, Bachelor of Commerce (B.Comm.)
### Hospitality and Tourism Management Co-op (HTM:C)

#### School of Hospitality, Food and Tourism Management, College of Business and Economics

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.

The co-op work term portion of the program consists of one twelve-month period, which begins at the end of the second year in May and extends to April of the following year. The Co-op Program is completed over a five-year period.

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 course certificate and its course requirements, see http://www.leadershipsertificat.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.

#### Degree Requirements (20.00 Total Credits)

<table>
<thead>
<tr>
<th>Component</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>13.50 - Required Core Courses</td>
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</tr>
<tr>
<td>3.50 - Area of Emphasis (Restricted Electives)</td>
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</tr>
<tr>
<td>1.50 - Liberal Education Electives</td>
<td></td>
</tr>
<tr>
<td>1.50 - Free Electives</td>
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#### Major - Semester - Fall

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>ECON*1050</td>
<td>[0.50] Introductory Microeconomics</td>
</tr>
<tr>
<td>HTM*1700</td>
<td>[0.50] Foodservice Management</td>
</tr>
<tr>
<td>MCS*1000</td>
<td>[0.50] Introductory Marketing</td>
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<tr>
<td>MGMT*1000</td>
<td>[1.00] Introduction to Business</td>
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#### Semester 2 - Winter

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
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<tbody>
<tr>
<td>ECON*1100</td>
<td>[0.50] Introductory Macroeconomics</td>
</tr>
<tr>
<td>HTM*1160</td>
<td>[0.50] Lodging Operations</td>
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<tr>
<td>MATH*1030</td>
<td>[0.50] Business Mathematics</td>
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</table>

1.00 electives or areas of emphasis

#### Semester 3 - Fall

<table>
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<tr>
<th>Course Code</th>
<th>Credits</th>
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<tbody>
<tr>
<td>ACCT*1220</td>
<td>[0.50] Introductory Financial Accounting</td>
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<tr>
<td>COOP*1100</td>
<td>[1.00] Introduction to Co-operative Education</td>
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<tr>
<td>HTM*1070</td>
<td>[0.50] Responsible Tourism Policy and Planning</td>
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</table>

One of:

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

#### Semester 4 - Winter

<table>
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<th>Course Code</th>
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<tbody>
<tr>
<td>ACCT*2230</td>
<td>[0.50] Management Accounting</td>
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#### Semester 3 or 4 - Fall or Winter

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
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<tbody>
<tr>
<td>HRB*2090</td>
<td>[0.50] Individuals and Groups in Organizations</td>
</tr>
<tr>
<td>HTM*2010</td>
<td>[0.50] Hospitality and Tourism Business Communications</td>
</tr>
<tr>
<td>HTM*2030</td>
<td>[0.50] Control Systems in the Hospitality Industry</td>
</tr>
<tr>
<td>MCS*2020</td>
<td>[0.50] Information Management</td>
</tr>
</tbody>
</table>

1.00 electives or areas of emphasis

#### Summer Semester

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>COOP*1000</td>
<td>[0.00] Co-op Work Term I</td>
</tr>
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</table>

#### Fall Semester

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
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<tbody>
<tr>
<td>COOP*2000</td>
<td>[0.00] Co-op Work Term II</td>
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#### Winter Semester

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
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<tbody>
<tr>
<td>COOP*3000</td>
<td>[0.00] Co-op Work Term III</td>
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#### Semester 5 or 6 - Fall or Winter

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
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<tbody>
<tr>
<td>ECON*2560</td>
<td>[0.50] Theory of Finance</td>
</tr>
<tr>
<td>HRB*2290</td>
<td>[0.50] Human Resources Management</td>
</tr>
<tr>
<td>HTM*3080</td>
<td>[0.50] Marketing Strategy for Hospitality Managers</td>
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</table>

#### Semester 7 or 8 - Fall or Winter

<table>
<thead>
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<th>Course Code</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>HTM*3120</td>
<td>[0.50] Service Operations Analysis</td>
</tr>
<tr>
<td>MCS*3040</td>
<td>[0.50] Business and Consumer Law</td>
</tr>
<tr>
<td>MGMT*3020</td>
<td>[0.50] Corporate Social Responsibility</td>
</tr>
<tr>
<td>MGMT*3320</td>
<td>[0.50] Financial Management</td>
</tr>
</tbody>
</table>

1.50 electives or areas of emphasis

#### Areas of Emphasis

**Hotel and Lodging**

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

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>HTM*2070</td>
<td>[0.50] Event Management</td>
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</table>

**Semester 5 or 7 - Fall**

<table>
<thead>
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<th>Course Code</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>HTM*3060</td>
<td>[0.50] Lodging Management</td>
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**Semester 7 - Fall**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
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<tbody>
<tr>
<td>HTM*4090</td>
<td>[0.50] Hospitality Development, Design and Sustainability</td>
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</table>

**Semester 8 - Winter**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>HTM*4060</td>
<td>[0.50] Advanced Lodging Management</td>
</tr>
</tbody>
</table>

1.50 credits of:

- ECON*2200 [0.50] Industrial Relations
- EDRD*3160 [0.50] International Communication
- FARE*4360 [0.50] Marketing Research
- 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 5 or 6 - Fall or Winter**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>HTM*2700</td>
<td>[0.50] Understanding Foods</td>
</tr>
<tr>
<td>HTM*3090</td>
<td>[1.00] Restaurant Operations Management</td>
</tr>
</tbody>
</table>

**Semester 8 - Winter**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>HTM*4110</td>
<td>[0.50] Advanced Restaurant Operations</td>
</tr>
</tbody>
</table>

1.50 credits of:

- FOOD*3700 [0.50] Sensory Evaluation of Foods
- HROB*3010 [0.50] Managing and Rewarding Performance
- HROB*3070 [0.50] Attracting and Acquiring Talent
- HROB*3090 [0.50] Developing Talent
- HROB*4060 [0.50] Workforce Optimization
- 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**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>GEOG*3490</td>
<td>[0.50] Tourism and Environment</td>
</tr>
<tr>
<td>HTM*3160</td>
<td>[0.50] Destination Management and Marketing</td>
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</table>

**Semester 8 - Winter**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>FARE*4360</td>
<td>[0.50] Marketing Research</td>
</tr>
<tr>
<td>HTM*4170</td>
<td>[0.50] International Tourism</td>
</tr>
</tbody>
</table>

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

Last Revision: August 17, 2017
The major in Leadership and Organizational Management provides a balanced foundation of management knowledge and strategic leadership competencies that will enable graduates to one day work as professional managers and organizational leaders. Courses extend beyond the traditional lecture based format to include community based group projects, guest lectures, 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 course in evidence-based management, in which students conduct research in organizations under the direction of a faculty member. Our faculty are highly skilled and committed educators who encourage students to become actively involved in their own education, both within and outside the classroom. In addition, the Leadership and Organizational Management Student Association (LOMSA) is active in providing access to professional associations, networking opportunities with industry professionals, leadership conferences, guest speakers and social events to help students build relationships with other students, faculty, and the business community.

Graduates of the Leadership and Organizational Management major will leave the University of Guelph equipped with a range of knowledge and competencies that prepare them to meet the leadership and management needs of the future in such roles as management consultant, human resource practitioner, talent management specialist or as future general managers. Successful completion of the courses within the Leadership and Organizational Management may qualify graduates for potential certification by the Human Resources Professionals Association (HRPA) as a Certified Human Resources Professional (CHRIP).

Degree Requirements (20.00 Total Credits)
14.50 - Required Core Courses
0.00 – MGMT*1100 (Business Career Preparation)
1.50 - Liberal Education Electives
4.00 - Free Electives

The recommended program sequence is outlined below.

Major
Semester 1
ECON*1050 [0.50] Introductory Microeconomics
MCS*1000 [0.50] Introductory Marketing
MGMT*1000 [1.00] Introduction to Business
0.50 electives
Semester 2
ECON*1100 [0.50] Introductory Macroeconomics
HROB*2090 [0.50] Individuals and Groups in Organizations
MATH*1030 [0.50] Business Mathematics
1.00 electives
Semester 3
ACCT*1220 [0.50] Introductory Financial Accounting
ECON*2200 [0.50] Industrial Relations
HROB*2010 [0.50] Foundations of Leadership
One of:
ECON*2740 [0.50] Economic Statistics
STAT*2060 [0.50] Statistics for Business Decisions
0.50 electives
Semester 4
ACCT*2230 [0.50] Management Accounting
HROB*2290 [0.50] Human Resources Management
MCS*2020 [0.50] Information Management
MGMT*1100 [0.00] Business Career Preparation
1.00 electives
Semester 5
ECON*2560 [0.50] Theory of Finance
HROB*3010 [0.50] Managing and Rewarding Performance
HROB*3050 [0.50] Employment Law
HROB*3070 [0.50] Attracting and Acquiring Talent
0.50 electives
Semester 6
HROB*3030 [0.50] Workplace Health and Safety
HROB*3090 [0.50] Developing Talent
HROB*3100 [0.50] Developing Management and Leadership Competencies
FARE*3310 [0.50] Operations Management
MGMT*3320 [0.50] Financial Management
Semester 7
HROB*4100 [1.00] Evidence-Based People Management
MGMT*4000 [0.50] Strategic Management
1.00 electives
Semester 8
HROB*4000 [0.50] Leadership and Organizational Management Capstone
HROB*4060 [0.50] Workforce Optimization
MGMT*3020 [0.50] Corporate Social Responsibility
1.00 electives

Management Economics and Finance (MEF)

Degree Requirements (20.00 Total Credits)
11.00 - Required Core Courses
5.50 - 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*1120 [0.50] Introductory Financial Accounting
ECON*1100 [0.50] Introductory Macroeconomics
HROB*2090 [0.50] Individuals and Groups in Organizations
MCS*1000 [0.50] Introductory Marketing
0.50 electives

Semester 3
ACCT*2230 [0.50] Management Accounting
ECON*2310 [0.50] Intermediate Microeconomics
ECON*2740 [0.50] Economic Statistics
ECON*2770 [0.50] Introductory Mathematical Economics
MCS*2020 [0.50] Information Management
MGMT*1100 [0.00] Business Career Preparation
Note: Students who wish to take the Statistics courses listed under the Finance Area of Emphasis may select STAT*2040 in place of ECON*2740.

Semester 4
ECON*2410 [0.50] Intermediate Macroeconomics
ECON*2560 [0.50] Theory of 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 HROB*3050 or REAL*4840 in place of MCS*3040. Both are Fall semester courses 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: One of ECON*3100 or 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
One of:
ECON*4400 [0.50] Economics of Organizations and Corporate Governance
ECON*4780 [0.50] Topics in Industrial Organization
ECON*4800 [0.50] Competitiveness and Strategic Advantage

1.50 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 6. See the Economics and Finance departmental advisor to declare an area of emphasis.

FINANCE Area of Emphasis

ECON*3710 [0.50] Advanced Microeconomics
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] Economics of Equity Markets
ECON*3760 [0.50] Fundamentals of Derivatives **
ECON*3860 [0.50] International Finance
ECON*3960 [0.50] Money, Credit and the Financial System
** Note that FARE*4240 may be substituted for this course.

One of:
ECON*3100 [0.50] Game Theory
ECON*3810 [0.50] Advanced Macroeconomics
ECON*4700 [0.50] Advanced Mathematical Economics

1.00 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 listed below. These courses listed below have been grouped in major topical areas which are related to, or are an extension of, the professional interests of the major. Students may, however, choose restricted electives from any of those listed without regard to the categories, which are intended to be suggestive.

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

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

Courses in Quantitative Finance

ECON*4640 [0.50] Applied Econometrics I
ECON*4840 [0.50] Applied Econometrics II
MATH*1160 [0.50] Linear Algebra I
STAT*3100 [0.50] Introductory Mathematical Statistics I
STAT*3110 [0.50] Introductory Mathematical Statistics II

Courses in preparation for postgraduate work in Economics (MA)

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

MANAGEMENT Area of Emphasis

1.50 credits from the following Finance courses:
ECON*3360 [0.50] The Strategy of Mergers and Acquisitions
ECON*3660 [0.50] Economics of Equity Markets
ECON*3760 [0.50] Fundamentals of Derivatives **
ECON*3860 [0.50] International Finance
ECON*3960 [0.50] Money, Credit and the Financial System
** Note that FARE*4240 may be substituted for this course.

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)


ACCT*3220 [0.50] Intermediate Management Accounting
ACCT*3280 [0.50] Auditing I
ACCT*3330 [0.50] Intermediate Financial Accounting I
ACCT*3340 [0.50] Intermediate Financial Accounting II
ACCT*3350 [0.50] Taxation
ACCT*4220 [0.50] Advanced Financial Accounting
ACCT*4230 [0.50] Advanced Management Accounting
ACCT*4270 [0.50] Auditing II
ACCT*4290 [0.50] IT Auditing and Data Analytics
ACCT*4340 [0.50] Accounting Theory
ACCT*4350 [0.50] Income Taxation II

ACCT*4440 [0.50] Integrated Cases in Accounting

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

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

ECON*2200 [0.50] Industrial Relations
HROB*3010 [0.50] Managing and Rewarding Performance
HROB*3030 [0.50] Workplace Health and Safety
HROB*3070 [0.50] Attracting and Acquiring Talent
HROB*3090 [0.50] Developing Talent
HROB*4060 [0.50] Workforce Optimization

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

ECON*2200 [0.50] Industrial Relations
ECON*3400 [0.50] The Economics of Personnel Management
ECON*3520 [0.50] Labour Economics
ECON*3620 [0.50] International Trade
ECON*4790 [0.50] Topics in Labour Market Theory
HROB*3010 [0.50] Managing and Rewarding Performance
HROB*3030 [0.50] Workplace Health and Safety
HROB*3070 [0.50] Attracting and Acquiring Talent
HROB*3090 [0.50] Developing Talent
HROB*4060 [0.50] Workforce Optimization

Courses toward the Leadership Certificate:

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

HROB*2100 [0.50] Foundations of Leadership
HROB*4010 [0.50] Leadership Certificate Capstone
HROB*4030 [0.50] Advanced Topics In Leadership and Organizational Management
HROB*4100 [1.00] Evidence-Based People Management
POLS*2250 [0.50] Public Administration and Governance
POLS*3440 [0.50] Corruption, Scandal and Political Ethics

Courses in Public Administration:

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

Courses in Real Estate and Housing:

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

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

Courses in Corporate Social Responsibility:

BUS*4550 [0.50] Applied Business Project I
BUS*4560 [0.50] Applied Business Project II
ECON*2650 [0.50] Introductory Development Economics
ECON*3300 [0.50] Economics of Health and the Workplace
ECON*4930 [0.50] Environmental Economics
HROB*3030 [0.50] Workplace 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 Food and Markets
FARE*3170 [0.50] Cost-Benefit Analysis
FARE*4000 [0.50] Agricultural and Food Policy
FARE*4220 [0.50] Advanced Agribusiness Management

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

Department of Economics and Finance, College of Business and Economics

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.
The Co-op program in Management Economics and Finance is a five year program including, 5 work terms. Although the schedule includes 5 work terms, students have the option to complete only 4 of the 5 work terms, but must graduate with a Fall, Winter, and Summer work term.

Students are eligible to participate in a maximum two (2) summer employment processes and must follow the academic work schedule as outlined on the Co-operative Education and Career Services website: [https://www.recruitguelph.ca/cecs/](https://www.recruitguelph.ca/cecs/). Please refer to the Co-operative Education program policy with respect to adjusting the schedule listed below. In order for students to be eligible to continue in the Co-op program, they 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 and work term report grading.

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

### Degree Requirements (20.00 Total Credits)

<table>
<thead>
<tr>
<th>11.00 - Required Core Courses</th>
</tr>
</thead>
<tbody>
<tr>
<td>5.50 - Restricted Electives (from lists)</td>
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<tr>
<td>1.50 - Liberal Education Electives</td>
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<tr>
<td>2.00 - Free Electives</td>
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### Major

#### Semester 1 - Fall

<table>
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<th>Course Code</th>
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<tr>
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<tr>
<td>MATH*1200</td>
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**Note:** MATH*1200 is recommended for the Finance Area of Emphasis.

#### Semester 2 - Winter

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<td>MCS*1000</td>
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#### Semester 3 - Fall

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<tr>
<td>MCS*2020</td>
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**Note:** Students who wish to take the Statistics courses listed under the Finance Area of Emphasis may select STAT*2040 in place of ECON*2740.

#### Semester 4 - Winter

<table>
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<tr>
<th>Course Code</th>
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<tr>
<td>ECON*2410</td>
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<td>MGMT*3320</td>
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#### Semester 5 - Winter

<table>
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<tr>
<td>ECON*3740</td>
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<tr>
<td>FARE*3310</td>
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<tr>
<td>Note: One of ECON<em>3100 or ECON</em>3810 is required for the Finance Area of Emphasis</td>
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#### Summer Semester

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<tr>
<th>Course Code</th>
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<td>COOP*1000</td>
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#### Fall Semester

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<th>Course Code</th>
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<tr>
<td>COOP*2000</td>
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#### Semester 6 - Fall

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<tr>
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<tr>
<td>MGMT*3020</td>
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</table>

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

### Winter Semester

<table>
<thead>
<tr>
<th>Course Code</th>
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<tbody>
<tr>
<td>COOP*4000</td>
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</table>

(Eight month work term in conjunction with COOP*5000)

#### Summer Semester

<table>
<thead>
<tr>
<th>Course Code</th>
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<tbody>
<tr>
<td>COOP*5000</td>
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</tbody>
</table>

#### Co-op Work Term V

(Eight month work term in conjunction with COOP*4000)

#### Semester 7 - Fall

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
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<tbody>
<tr>
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<tr>
<td>ECON*4400</td>
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<tr>
<td>ECON*4780</td>
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<tr>
<td>ECON*4800</td>
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#### Semester 8 - Winter

<table>
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<tr>
<th>Course Code</th>
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<tbody>
<tr>
<td>MGMT*4000</td>
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</tbody>
</table>

#### Strategic Management

**Note that FARE*4240 may be substituted for this course.

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>One of:</td>
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<tr>
<td>ECON*3100</td>
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<tr>
<td>ECON*3810</td>
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<td>ECON*4760</td>
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<td>ECON*4780</td>
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<td>ECON*4790</td>
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<tr>
<td>MGMT*4350</td>
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</tbody>
</table>

### 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 6. See the Economics and Finance department advisor to declare an area of emphasis.

#### FINANCE Area of Emphasis

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
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<tbody>
<tr>
<td>ECON*3710</td>
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<tr>
<td>ECON*4560</td>
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</table>

1.50 credits from the following Finance courses:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>ECON*3360</td>
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<td>ECON*3660</td>
<td>0.50</td>
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<tr>
<td>ECON*3760</td>
<td>0.50</td>
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<tr>
<td>ECON*3860</td>
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<tr>
<td>ECON*3960</td>
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</tbody>
</table>

**Note:** Finance Area students may 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):

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>ACCT*3330</td>
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<tr>
<td>ACCT*3340</td>
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<tr>
<td>ECON*3660</td>
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<tr>
<td>ECON*3760</td>
<td>0.50</td>
</tr>
<tr>
<td>ECON*3860</td>
<td>0.50</td>
</tr>
<tr>
<td>MGMT*4350</td>
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</table>

#### Courses in Quantitative Finance:

<table>
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<tr>
<th>Course Code</th>
<th>Credits</th>
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<tbody>
<tr>
<td>ECON*4640</td>
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<tr>
<td>ECON*4840</td>
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<tr>
<td>MATH*1160</td>
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</tr>
<tr>
<td>STAT*3100</td>
<td>0.50</td>
</tr>
<tr>
<td>STAT*3110</td>
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</table>

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

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON*4640</td>
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</tr>
<tr>
<td>ECON*4710</td>
<td>0.50</td>
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<tr>
<td>ECON*4810</td>
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</tbody>
</table>

#### MANAGEMENT Area of Emphasis

1.50 credits from the following Finance courses:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON*3360</td>
<td>0.50</td>
</tr>
<tr>
<td>ECON*3660</td>
<td>0.50</td>
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<tr>
<td>ECON*3760</td>
<td>0.50</td>
</tr>
<tr>
<td>ECON*3860</td>
<td>0.50</td>
</tr>
<tr>
<td>ECON*3960</td>
<td>0.50</td>
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</tbody>
</table>

**Note:** Finance Area students may choose restricted electives from any of those listed without regard to the categories, which are intended to be suggestive.

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


<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>ACCT*3230</td>
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<tr>
<td>ACCT*3280</td>
<td>0.50</td>
</tr>
<tr>
<td>ACCT*3330</td>
<td>0.50</td>
</tr>
</tbody>
</table>
Courses toward the Leadership Certificate:
(see http://www.leadershipcertificate.com/ for more information)

** 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*2600 [0.50] Business Communication in a Changing World

** Semester 4 - Winter

** MGTM*1100 [0.50] 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] Theory of 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
** MGTM*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

** Marketing Management (MKMN)**

Department of Marketing and Consumer Studies, College 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

** Semester 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*2600 [0.50] Business Communication in a Changing World

** Semester 4 - Winter**

** MGTM*1100 [0.50] 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] Theory of 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
** MGTM*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
Restricted Electives for the Marketing Management Major

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

Marketing Environment Elective - List E1

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

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

History/Global Elective - List E2

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

- ARTH*2490 [0.50] History of Canadian Art
- BIOL*1500 [0.50] Humans in the Natural World
- GEOG*2030 [0.50] Environment and Development
- HIST*1150 [0.50] The Modern World
- HIST*1250 [0.50] Science and Technology in a Global Context
- HIST*2070 [0.50] World Religions
- HIST*2250 [0.50] Environment and History
- HIST*2300 [0.50] The United States Since 1776
- HIST*2510 [0.50] Modern Europe Since 1789
- HIST*2910 [0.50] Modern Asia
- HIST*2930 [0.50] Women and Cultural Change
- HIST*3070 [0.50] Modern India
- HIST*3150 [0.50] History and Culture of Mexico
- ISS*2000 [0.50] Asia
- POLS*1500 [0.50] World Politics
- POLS*2080 [0.50] Development and Underdevelopment
- POLS*2200 [0.50] International Relations

Leadership/Professionalism Elective - List E3

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

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

Advanced Marketing Elective - List E4

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

- MGMT*3010 [0.50] Quality Management
- MGMT*4020 [0.50] Research in Consumer Studies
- MGMT*4040 [0.50] Management in Product Development
- MGMT*4060 [0.50] Retail Management
- MGMT*4300 [0.50] Marketing and Society
- MGMT*4400 [0.50] Pricing Management
- MGMT*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*4100 [0.50] Leadership Certificate Capstone
- MCS*4100 [0.50] Entrepreneurship
- MCS*4920 [0.50] Topics in Consumer Studies
- MCS*4950 [0.50] Consumer Studies Practicum
- MGMT*4020 [0.50] Interdisciplinary Food Product Development I
- MGMT*4030 [0.50] Interdisciplinary Food Product Development II
- MGMT*4050 [0.50] Business Consulting
- MGMT*4060 [0.50] Business Consulting

Marketing Management (Co-op) (MKMN:C)

Department of Marketing and Consumer Studies, College of Business and Economics

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.

The Co-op program in Marketing Management is a five year program including 5 work terms. Although the recommended schedule includes 5 work terms, students have the option to complete only 4 of the 5 work terms, but must graduate with a Fall, Winter, and Summer work term. Please refer to the Co-operative Education program policy with respect to adjusting the schedule listed below.

Students are eligible to participate in a maximum two (2) summer employment processes and must follow the academic work schedule as outlined on the Co-operative Education and Career Services website: https://www.renoufquesph.ca/ecss/.

In order for students to be eligible to continue in the Co-op program, they 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 and work term report grading.

For additional program information, students should consult with the B.Comm. Program Counsellors or the MKMN Co-op Faculty Advisor.

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

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

Semesters 3 or 4 - Fall or Winter
- MGMT*2020 [0.50] Information Management
- MGMT*2600 [0.50] Fundamentals of Consumer Behaviour
- MGMT*3030 [0.50] Research Methods
- MGMT*3040 [0.50] Business and Consumer Law
- 0.50 History/Global Perspective electives (see List E2)

Summer Semester
- COOP*1000 [0.00] Co-op Work Term I
### Fall Semester

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
<th>Course Title</th>
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</thead>
<tbody>
<tr>
<td>COOP*2000</td>
<td>[0.00]</td>
<td>Co-op Work Term II</td>
</tr>
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### 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:

<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>Theory of Finance</td>
</tr>
<tr>
<td>FARE*3310</td>
<td>[0.50]</td>
<td>Operations Management</td>
</tr>
<tr>
<td>MCS*3500</td>
<td>[0.50]</td>
<td>Marketing Analytics</td>
</tr>
<tr>
<td>MCS*3620</td>
<td>[0.50]</td>
<td>Marketing Communications</td>
</tr>
<tr>
<td>MGMT*3320</td>
<td>[0.50]</td>
<td>Financial Management</td>
</tr>
</tbody>
</table>

0.50 Leadership/Professionalism electives (see List E3)

2.00 electives

### Summer Semester

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
<th>Course Title</th>
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</thead>
<tbody>
<tr>
<td>COOP*3000</td>
<td>[0.00]</td>
<td>Co-op Work Term III</td>
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### Semester 6 - Fall

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

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
<th>Course Title</th>
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</thead>
<tbody>
<tr>
<td>ECON*2560</td>
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<td>Theory of Finance</td>
</tr>
<tr>
<td>FARE*3310</td>
<td>[0.50]</td>
<td>Operations Management</td>
</tr>
<tr>
<td>MCS*3500</td>
<td>[0.50]</td>
<td>Marketing Analytics</td>
</tr>
<tr>
<td>MCS*3620</td>
<td>[0.50]</td>
<td>Marketing Communications</td>
</tr>
<tr>
<td>MGMT*3320</td>
<td>[0.50]</td>
<td>Financial Management</td>
</tr>
</tbody>
</table>

0.50 Leadership/Professionalism electives (see List E3)

2.00 electives

### Winter Semester

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>COOP*4000</td>
<td>[0.00]</td>
<td>Co-op Work Term IV (Eight month work term in conjunction with COOP*5000)</td>
</tr>
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</table>

### Summer Semester

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
<th>Course Title</th>
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</thead>
<tbody>
<tr>
<td>COOP*5000</td>
<td>[0.00]</td>
<td>Co-op Work Term V (Eight month work term in conjunction with COOP*4000)</td>
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</table>

### Semesters 7 or 8 - Fall or Winter

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
<th>Course Title</th>
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</thead>
<tbody>
<tr>
<td>MCS*3600</td>
<td>[0.50]</td>
<td>Consumer Information Processes</td>
</tr>
<tr>
<td>MCS*4370</td>
<td>[0.50]</td>
<td>Marketing Strategy</td>
</tr>
<tr>
<td>MCS*4600</td>
<td>[0.50]</td>
<td>International Marketing</td>
</tr>
<tr>
<td>MGMT*3020</td>
<td>[0.50]</td>
<td>Corporate Social Responsibility</td>
</tr>
<tr>
<td>MGMT*4000</td>
<td>[0.50]</td>
<td>Strategic Management</td>
</tr>
</tbody>
</table>

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:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ANTH*1150</td>
<td>[0.50]</td>
<td>Introduction to Anthropology</td>
</tr>
<tr>
<td>EDRD*1400</td>
<td>[0.50]</td>
<td>Introduction to Design</td>
</tr>
<tr>
<td>FRHD*1010</td>
<td>[0.50]</td>
<td>Human Development</td>
</tr>
<tr>
<td>GEOG*1200</td>
<td>[0.50]</td>
<td>Society and Space</td>
</tr>
<tr>
<td>GEOG*1220</td>
<td>[0.50]</td>
<td>Human Impact on the Environment</td>
</tr>
<tr>
<td>GEOG*2510</td>
<td>[0.50]</td>
<td>Canada: A Regional Synthesis</td>
</tr>
<tr>
<td>NUTR*1010</td>
<td>[0.50]</td>
<td>Introduction to Nutrition</td>
</tr>
<tr>
<td>PHIL*2070</td>
<td>[0.50]</td>
<td>Philosophy of the Environment</td>
</tr>
<tr>
<td>POLS*1400</td>
<td>[0.50]</td>
<td>Issues in Canadian Politics</td>
</tr>
<tr>
<td>POLS*2250</td>
<td>[0.50]</td>
<td>Public Administration and Governance</td>
</tr>
<tr>
<td>POLS*2300</td>
<td>[0.50]</td>
<td>Canadian Government and Politics</td>
</tr>
<tr>
<td>SOC*1110</td>
<td>[0.50]</td>
<td>Sociology</td>
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</tbody>
</table>

### 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:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ARTH*2490</td>
<td>[0.50]</td>
<td>History of Canadian Art</td>
</tr>
<tr>
<td>BIOL*1500</td>
<td>[0.50]</td>
<td>Humans in the Natural World</td>
</tr>
<tr>
<td>GEOG*2030</td>
<td>[0.50]</td>
<td>Environment and Development</td>
</tr>
<tr>
<td>HIST*1150</td>
<td>[0.50]</td>
<td>The Modern World</td>
</tr>
<tr>
<td>HIST*1250</td>
<td>[0.50]</td>
<td>Science and Technology in a Global Context</td>
</tr>
<tr>
<td>HIST*2070</td>
<td>[0.50]</td>
<td>World Religions</td>
</tr>
<tr>
<td>HIST*2250</td>
<td>[0.50]</td>
<td>Environment and History</td>
</tr>
<tr>
<td>HIST*2300</td>
<td>[0.50]</td>
<td>The United States Since 1776</td>
</tr>
<tr>
<td>HIST*2510</td>
<td>[0.50]</td>
<td>Modern Europe Since 1789</td>
</tr>
<tr>
<td>HIST*2910</td>
<td>[0.50]</td>
<td>Modern Asia</td>
</tr>
<tr>
<td>HIST*2930</td>
<td>[0.50]</td>
<td>Women and Cultural Change</td>
</tr>
<tr>
<td>HIST*3070</td>
<td>[0.50]</td>
<td>Modern India</td>
</tr>
<tr>
<td>HIST*3150</td>
<td>[0.50]</td>
<td>History and Culture of Mexico</td>
</tr>
<tr>
<td>ISS*2000</td>
<td>[0.50]</td>
<td>Asia</td>
</tr>
<tr>
<td>POLS*1500</td>
<td>[0.50]</td>
<td>World Politics</td>
</tr>
<tr>
<td>POLS*2080</td>
<td>[0.50]</td>
<td>Development and Underdevelopment</td>
</tr>
<tr>
<td>POLS*2200</td>
<td>[0.50]</td>
<td>International Relations</td>
</tr>
</tbody>
</table>

### 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:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON*2310</td>
<td>[0.50]</td>
<td>Intermediate Microeconomics</td>
</tr>
<tr>
<td>ECON*2410</td>
<td>[0.50]</td>
<td>Intermediate Macroeconomics</td>
</tr>
<tr>
<td>EDRD*3160</td>
<td>[0.50]</td>
<td>International Communication</td>
</tr>
<tr>
<td>EDRD*4120</td>
<td>[0.50]</td>
<td>Leadership Development in Small Organizations</td>
</tr>
<tr>
<td>HROB*2010</td>
<td>[0.50]</td>
<td>Foundations of Leadership</td>
</tr>
<tr>
<td>MGMT*4260</td>
<td>[0.50]</td>
<td>International Business</td>
</tr>
<tr>
<td>PHIL*2100</td>
<td>[0.50]</td>
<td>Critical Thinking</td>
</tr>
<tr>
<td>PHIL*2120</td>
<td>[0.50]</td>
<td>Ethics</td>
</tr>
<tr>
<td>PHIL*2600</td>
<td>[0.50]</td>
<td>Business and Professional Ethics</td>
</tr>
</tbody>
</table>

### 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:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MCS*3010</td>
<td>[0.50]</td>
<td>Quality Management</td>
</tr>
<tr>
<td>MCS*4020</td>
<td>[0.50]</td>
<td>Research in Consumer Studies</td>
</tr>
<tr>
<td>MCS*4040</td>
<td>[0.50]</td>
<td>Management in Product Development</td>
</tr>
<tr>
<td>MCS*4060</td>
<td>[0.50]</td>
<td>Retail Management</td>
</tr>
<tr>
<td>MCS*4300</td>
<td>[0.50]</td>
<td>Marketing and Society</td>
</tr>
<tr>
<td>MCS*4400</td>
<td>[0.50]</td>
<td>Pricing Management</td>
</tr>
<tr>
<td>MCS*4910</td>
<td>[0.50]</td>
<td>Topics in Consumer Studies</td>
</tr>
<tr>
<td>MGMT*4350</td>
<td>[0.50]</td>
<td>Business Case Competition Preparation</td>
</tr>
</tbody>
</table>

### 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:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credits</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>HROB*4010</td>
<td>[0.50]</td>
<td>Leadership Certificate Capstone</td>
</tr>
<tr>
<td>MCS*4100</td>
<td>[0.50]</td>
<td>Entrepreneurship</td>
</tr>
<tr>
<td>MCS*4920</td>
<td>[0.50]</td>
<td>Topics in Consumer Studies</td>
</tr>
<tr>
<td>MCS*4950</td>
<td>[0.50]</td>
<td>Consumer Studies Practicum</td>
</tr>
<tr>
<td>MGMT*4020</td>
<td>[0.50]</td>
<td>Interdisciplinary Food Product Development I</td>
</tr>
<tr>
<td>MGMT*4030</td>
<td>[0.50]</td>
<td>Interdisciplinary Food Product Development II</td>
</tr>
<tr>
<td>MGMT*4050</td>
<td>[0.50]</td>
<td>Business Consulting</td>
</tr>
<tr>
<td>MGMT*4060</td>
<td>[0.50]</td>
<td>Business Consulting</td>
</tr>
</tbody>
</table>

### Public Management (PMGT)

**Department of Economics and Finance, College of Business and Economics**

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

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

Students enrolled in the PMGT major can choose to complete three of the five required courses for the Certificate in Leadership as part of their requirements for the program if they choose the appropriate restricted electives. If you would like to graduate both with a BComm degree and the Certificate in Leadership you should choose 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.leadertshipcertificate.com/](http://www.leadertshipcertificate.com/) for information regarding this Certificate and its course requirements.

### Degree Requirements (20.00 Total Credits)

- **12.00 - Required Core Courses**
- **5.00 - Restricted Electives (from lists)**
- **0.00 – MGMT*1100 (Business Career Preparation)**
- **1.50 - Liberal Education Electives**
- **1.50 - Free Electives**
Major

Semester 1
ECON*1050 [0.50] Introductory Microeconomics
MCS*1000 [0.50] Introductory Marketing
MGMT*1000 [1.00] Introduction to Business
POLS*1400 [0.50] Issues in Canadian Politics

Semester 2
ECON*1100 [0.50] Introductory Macroeconomics
HROB*2090 [0.50] Individuals and Groups in Organizations
MATH*1030 [0.50] Business Mathematics
POLS*2300 [0.50] Canadian Government and Politics
0.50 electives

Semester 3
ACCT*1220 [0.50] Introductory Financial Accounting
ECON*2310 [0.50] Intermediate Microeconomics
ECON*2740 [0.50] Economic Statistics
POLS*3250 [0.50] Public Policy: Challenges and Prospects
One of:
  ECON*2100 [0.50] Economic Growth and Environmental Quality
  ECON*2200 [0.50] Industrial Relations
  ECON*2650 [0.50] Introductory Development Economics

Semester 4
ACCT*2230 [0.50] Management Accounting
ECON*2410 [0.50] Intermediate Macroeconomics
MGMT*1100 [0.00] Business Career Preparation
POLS*2250 [0.50] Public Administration and Governance
One of:
  PHIL*2120 [0.50] Ethics
  PHIL*2600 [0.50] Business and Professional Ethics
  PHIL*3040 [0.50] Philosophy of Law *
0.50 electives

Semester 5
ECON*2560 [0.50] Theory of Finance
FARE*3310 [0.50] Operations Management
MGMT*3320 [0.50] Financial Management
One of:
  MCS*3040 [0.50] Business and Consumer Law
  HROB*3050 [0.50] Employment Law
  REAL*4840 [0.50] Housing and Real Estate Law
0.50 electives

Semester 6
MCS*3020 [0.50] Information Management
MGMT*3020 [0.50] Corporate Social Responsibility
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
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
ECON*3610 [0.50] Public Economics
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
One of**:
  POLS*4160 [1.00] Multi-Level Governance in Canada
  POLS*4250 [1.00] Topics in Public Management
  POLS*4270 [0.50] Advanced Lecture in Public Management
  POLS*4970 [0.50] Honours Political Science Research I
0.50 credits at the 3000 or 4000 level in Economics or Political Science

Semester 8
MGMT*4000 [0.50] Strategic Management

One of:
  ECON*4400 [0.50] Economics of Organizations and Corporate Governance
  ECON*4800 [0.50] Competitiveness and Strategic Advantage
One of**:
  POLS*4160 [1.00] Multi-Level Governance in Canada
  POLS*4250 [1.00] Topics in Public Management
  POLS*4980 [0.50] Honours Political Science Research II
0.50 credits at the 4000 level in Economics

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

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

*** 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, College of Business and Economics

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.

The Co-op program in Public Management is a five year program, including 5 work terms. Although the schedule includes 5 work terms, students have the option to complete only 4 of the 5 work terms, but must graduate with a Fall, Winter and Summer work term. Students are eligible to participate in a maximum two (2) summer employment processes and must follow the academic work schedule as outlined on the Co-operative Education and Career Services website: https://www.recruitguelph.ca/cecs/.

In order for students to be eligible to continue in the Co-op program, they 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 and work term report grading.

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

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

Degree Requirements (20.00 Total Credits)
12.00 - Required Core Courses
5.00 - Restricted Electives (from lists)
1.50 - Liberal Education Electives
1.50 - Free Electives

Major

Semester 1
ECON*1050 [0.50] Introductory Microeconomics
MCS*1000 [0.50] Introductory Marketing
MGMT*1000 [1.00] Introduction to Business
POLS*1400 [0.50] Issues in Canadian Politics

Semester 2
ECON*1100 [0.50] Introductory Macroeconomics
HROB*2090 [0.50] Individuals and Groups in Organizations
MATH*1030 [0.50] Business Mathematics
POLS*2300 [0.50] Canadian Government and Politics
0.50 elective

Semester 3
ACCT*1220 [0.50] Introductory Financial Accounting
ECON*2310 [0.50] Intermediate Microeconomics
ECON*2740 [0.50] Economic Statistics
POLS*3250 [0.50] Public Policy: Challenges and Prospects
One of:
  ECON*2100 [0.50] Economic Growth and Environmental Quality
  ECON*2200 [0.50] Industrial Relations
  ECON*2650 [0.50] Introductory Development Economics

Semester 4
ACCT*2230 [0.50] Management Accounting
ECON*2410 [0.50] Intermediate Macroeconomics
MGMT*1100 [0.00] Business Career Preparation
POLS*2250 [0.50] Public Administration and Governance
One of:
  PHIL*2120 [0.50] Ethics
  PHIL*2600 [0.50] Business and Professional Ethics
  PHIL*3040 [0.50] Philosophy of Law *
0.50 electives

Semester 5
ECON*2560 [0.50] Theory of Finance
FARE*3310 [0.50] Operations Management
MGMT*3320 [0.50] Financial Management
One of:
  MCS*3040 [0.50] Business and Consumer Law
  HROB*3050 [0.50] Employment Law
  REAL*4840 [0.50] Housing and Real Estate Law
0.50 electives

Semester 6
MCS*3020 [0.50] Information Management
MGMT*3020 [0.50] Corporate Social Responsibility
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
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
ECON*3610 [0.50] Public Economics
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
One of**:
  POLS*4160 [1.00] Multi-Level Governance in Canada
  POLS*4250 [1.00] Topics in Public Management
  POLS*4270 [0.50] Advanced Lecture in Public Management
  POLS*4970 [0.50] Honours Political Science Research I
0.50 credits at the 3000 or 4000 level in Economics or Political Science

Semester 8
MGMT*4000 [0.50] Strategic Management

One of:
  ECON*2100 [0.50] Economic Growth and Environmental Quality
  ECON*2200 [0.50] Industrial Relations
  ECON*2650 [0.50] Introductory Development Economics
**If a 1.00 credit POLS is taken in either semester 7 or 8 this will meet the restricted elective requirement for both semesters.**

*** 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, College 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)

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<tr>
<th>Semester 1</th>
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<th>Semester 5</th>
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<td>ECON*2310</td>
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<td>Management Accounting</td>
<td>Housing and Real Estate Law</td>
<td>Financial Management</td>
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</tbody>
</table>
REAL*3890 [0.50] Property Management

Semester 7
ECON*3500 [0.50] Urban Economics
MGMT*4000 [0.50] Strategic Management
REAL*3810 [0.50] Real Estate Market Analysis
REAL*4870 [0.50] Sustainable Real Estate
0.50 electives

Semester 8
POLS*3270 [0.50] Local Government in Ontario
REAL*4830 [1.00] Real Estate Development Project
1.00 electives

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

Department of Marketing and Consumer Studies, College of Business and Economics

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

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

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.

The Co-op program in Real Estate and Housing is a five year program, including 5 work terms. Although the schedule includes 5 work terms, students have the option to complete only 4 of the 5 work terms, but must graduate with a Fall, Winter and Summer work term. Students are eligible to participate in a maximum two (2) summer employment processes and must follow the academic work schedule as outlined on the Co-operative Education and Career Services website: https://www.recruitguelph.ca/cecs/. Please refer to the Co-operative Education programs policy with respect to adjusting the schedule listed below.

In order for students to be eligible to continue in the Co-op program, they 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 programs policy with respect to work term performance grading and work term report grading.

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

For additional program information students should consult with the B.Comm Program Counsellors or their Co-op Coordinator and Co-op Faculty Advisor, listed on the Co-operative Education and Career Services web site.

Degree Requirements (20.00 Total Credits)

16.00 - Required Core Courses
1.50 - Liberal Education Electives
2.50 - Free Electives

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 [0.5] Introductory Macroeconomics
MGCS*1000 [0.50] Introductory Marketing
MATH*1030 [0.50] Business Mathematics
0.50 electives

Semester 3 - Fall
ACCT*2230 [0.50] Management Accounting
COOP*1100 [0.00] Introduction to Co-operative Education
ECON*2310 [0.50] Intermediate Microeconomics
REAL*2850 [0.50] Service Learning in Housing
One of:

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

Semester 4 - Winter
ECON*2410 [0.50] Intermediate Macroeconomics
ECON*2560 [0.50] Theory of Finance
HROB*2090 [0.50] Individuals and Groups in Organizations
REAL*2820 [0.50] Real Estate Finance
0.50 electives

Summer Semester
COOP*1000 [0.00] Co-op Work Term I

Fall Semester
COOP*2000 [0.00] Co-op Work Term II

Semester 5 - Winter
ECON*3960 [0.50] Money, Credit and the Financial System
FARE*3310 [0.50] Operations Management
REAL*3890 [0.50] Property Management
MCS*2020 [0.50] Information Management
0.50 electives

Winter Semester
COOP*4000 [0.00] Co-op Work Term IV
(Eight month work term in conjunction with COOP*5000)

Summer Semester
COOP*5000 [0.00] Co-op Work Term V
(Eight month work term in conjunction with COOP*4000)

Semester 6 - Fall
MGMT*3020 [0.50] Corporate Social Responsibility
MGMT*3320 [0.50] Financial Management
REAL*4820 [0.50] Real Estate Appraisal
REAL*4840 [0.50] Housing and Real Estate Law
0.50 electives

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