



**BACHELOR OF COMMERCE (HONOURS) PROGRAM GUIDE
FOR STUDENTS ADMITTED TO THE ASPER SCHOOL OF BUSINESS
(under Direct Entry, Track 1, or Track 2)**

Students admitted to the Asper School of Business *prior to September 2011* should refer to the 2010-2011 Undergraduate Calendar http://umanitoba.ca/student/records/media/10-11_UofM_Calendar.pdf for a description of their program requirements.

This document is a summary of the Bachelor of Commerce (Honours) program requirements for students admitted to the Asper School of Business (under Direct Entry, Track 1, or Track 2) *in September 2011 and thereafter*. It may also be used by the student as a checklist of completed courses.

Students admitted to the Asper School of Business are required to complete 120 credit hours to complete the Bachelor of Commerce (Honours) degree. The 120 credit hours are divided into five components: **TRACK 1/FOUNDATION COURSES; CORE; one MAJOR; OPTIONS; and ELECTIVES**. To graduate, students admitted to the Asper School of Business are required to obtain a degree grade point average of 2.00 or better on the 120 credit hours and have passing grades on all 120 credit hours.

A full (100%) course load is 30 credit hours each academic year (Fall and Winter Terms). Year 1 consists of the 24 credit hours of Track 1/Foundation Courses, plus 6 credit hours of Core courses as described below. During Years 2, 3 and 4, students take the Core courses listed plus a combination of Major courses, Business Options, and Electives. The sequence of courses may vary depending on the student's chosen Major.

YEAR 1: TRACK 1/FOUNDATION COURSES (24 credit hours):

All students must complete the specified Track 1/Foundation course requirements. Students admitted under Direct Entry will complete the Track 1/Foundation courses in their first year. Students admitted under Track 1 normally complete the 24 credit hours of Track 1/Foundation courses prior to admission to the Asper School. Students admitted under Track 2 have completed 24 credit hours of university work but are missing one or more of the specific Track 1/Foundation courses. (See Asper School *Applicant Bulletin* for complete details.) Track 1 and Track 2 students should complete all outstanding Track 1/Foundation during their first year after admission to the Asper School of Business and must achieve a minimum grade of "C" in each outstanding Track 1/Foundation course.

_____ 6 hours from Anthropology ANTH, History HIST, Mathematics MATH, Philosophy PHIL, Political Studies POLS, Psychology PSYC, or Sociology SOC. Minimum "C" grade required. Note: courses chosen for this requirement must be independent from courses taken to fulfill other degree requirements.

_____ Economics: [ECON 1010 (3 hrs) and ECON 1020 (3 hrs)] or ECON 1200 (6 hrs). Minimum "C" grade required.

_____ Statistics: STAT 1000 (3 hrs). Minimum "C" grade required.

_____ Calculus: MATH 1520 (3 hrs) or MATH 1500 (3 hrs). Minimum "C" grade required.

_____ Written English course from a specific discipline (3 or 6 credit hours). Minimum "C" grade required. (**EXCLUDES:** ARTS 1110, GMGT 1010, and GMGT 2010, because these courses are **NOT** considered to be from a specific discipline and therefore do **NOT** fulfil the Track 1/Foundation Written English course requirement.)

_____ 0 - 3 credit hours of electives* (depending on the chosen Written English course). Minimum "C" grade required.

*Note: PHIL 1290 Critical Thinking (3 hrs) is a preferred elective choice

YEAR 1: CORE COURSES (6 credit hours)

Although the Track 1/Foundation Courses are a total of only 24 credit hours, a full-year (100%) course load is 30 credit hours. Therefore, students taking a full-year (100%) course load in Year 1 should also take the following 6 credit hours of **CORE** courses:

_____ GMGT 1010 Business and Society (3 hrs)

_____ one of: GMGT 2060 Management and Organizational Theory (3 hrs). Prerequisite: GMGT 1010 (D)
GMGT 2070 Introduction to Organizational Behaviour (3 hrs).
MKT 2210 Introductory Marketing (3 hrs)

continued:

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In Years 2, 3 and 4, students are required to complete the additional **CORE** courses (**45 credit hours**) listed below. The normal year-to-year sequencing of these courses is listed below. A full (100%) course load is 30 credit hours per academic year (Fall and Winter Terms). In addition to the core courses listed in Years 2, 3 and 4, students also choose to take Major courses, Business Options and Electives to make up the 30 credit hours each year. If they wish, students may take up to 36 credit hours in an academic year (including the Fall and Winter Terms).

Year 2	Year 3	Year 4
_____ Fin'l Acctg ACC 1100 _____ Comm's GMGT 2010 {Two of: (whichever two not taken in Year 1): { _____ Org Theory GMGT 2060 { _____ Org Behav GMGT 2070 { _____ Marketing MKT 2210	_____ Ethics ¹ _____ International Business Req't ² _____ Comm Law GMGT 3300	_____ Admin Poly GMGT 4010 _____ Alternative Mgmt Studies ³
<p>The core courses listed below are to be taken in either Year 2 or Year 3, depending on which courses must be taken as prerequisites for the student's chosen major(s). Normally four of these courses are taken in Year 2, and two are taken in Year 3:</p> <p>_____ Mgr'l Acctg ACC 1110; _____ Corp Fin FIN 2200; _____ HR Mgmt HRIR 2440; _____ Mgt Info Sys MIS 2000; _____ Mgt Sci MSCI 2150; _____ SC Mgmt SCM 2160.</p>		

^{1,2,3} See Notes on Pages 3 and 4.

MAJOR: Each student is required to complete one **MAJOR**. Each Major consists of 12 credit hours specified by a Business Department. Courses required for the Major are normally taken in Years 3 and 4. **Available Majors are listed on Pages 5-8.**

MAJOR: _____

_____ (3 hrs), _____ (3 hrs), _____ (3 hrs), _____ (3 hrs).

OPTIONS: An **OPTION** is defined as a course taught by the Asper School of Business, freely selected by the student. Students are required to complete a minimum of 15 credit hours of options. Options are normally taken in Years 3 and 4 of the program.

_____ (3 hrs), _____ (3 hrs), _____ (3 hrs), _____ (3 hrs), _____ (3 hrs).

OPTION or ELECTIVE: Students are required to complete an additional 3 credit hours of an **OPTION** or an **ELECTIVE at the 2000 Level or higher**.

_____ (3 hrs) **Business Option or non-Business Elective at 2000 Level or higher**

ELECTIVES: An **ELECTIVE** is defined as any 3 or 6 credit hour course taught by other faculties and schools, excluding the Asper School of Business. Students normally take electives in each year. Students are required to complete a minimum of 15 credit hours of electives as follows:

_____ (3 hrs) **non-Business Written English course at any level**

_____ (3 hrs) **non-Business Elective at 2000 Level or higher**

_____ (3 hrs) **non-Business Elective at 2000 Level or higher**

_____ (3 hrs) **non-Business Elective at any level**

_____ (3 hrs) **non-Business Elective at any level**

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Notes:

1) **Ethics Requirement:** Students must complete 3 credit hours of Ethics. Students may fulfill this requirement by completing one of the following courses. If a six credit hour course is chosen, three credit hours will count toward the core Ethics requirement and three credit hours will count as electives if the elective is applicable to the student's program.

Course Title	Course Number	Prerequisite(s)
Ethics and Society	PHIL 2290 (6 hrs)	successful completion of 30 credit hours of university credit
Ethics and the Environment	PHIL 2750 (3 hrs)	successful completion of 30 credit hours of university credit
Moral Philosophy	PHIL 2790 (6 hrs)	minimum grade of "C" in 6 credit hours of 1000 level Philosophy or written consent of the Department Head
Business Ethics	PHIL 2830 (3 hrs)	successful completion of 30 credit hours of university credit
Social Issues in Business	GMGT 3030 (3 hrs)	[GMGT 2060 (or former GMGT 2080) (D)] and GMGT 2070 (D)
Ethique et responsabilité sociale	GMGT 3581 (3 hrs)	[GMGT 2071 (D) or GMGT 2070 (D)] and [GMGT 1011 (D) or GMGT 1010 (D)]

2) **International Business Requirement:** Students must complete 3 credit hours for the International Business Requirement. Students may fulfil this requirement by completing one of the following courses.

Course Title	Course Number	Prerequisite(s)
Managing Insurance Operations in the International Business Environment	ACT 4250 (3 hrs)	FIN 2200 (3 hrs) (C+) or consent of instructor
International Finance	FIN 3450 (3 hrs)	FIN 2200 (3 hrs) C+ or consent of instructor
Comparative IR/HRM	HRIR 4520 (3 hrs)	Students are encouraged, but not required, to complete HRIR 3450 (3 hrs) (D) prior to taking HRIR 4520
International Management	INTB 2200 (3 hrs)	no prerequisite
<i>*Note: One section of INTB 2200 will be offered for 14 Asper students annually in May during the Arni Thorsteinson Study Exchange Program to Israel. Acceptance to this program is competitive and is based on year class, GPA, application and interview quality. Acceptance is not guaranteed and all students should have an alternative plan to take INTB 2200 if they are not accepted to this program. For more information please go to the following website http://umanitoba.ca/faculties/management/programs/undergraduate/iexchange/outgoing/arni-thorsteinson-israel-study-trip.html or email the Exchange Program Coordinator at amber.pohl@umanitoba.ca</i>		
International Marketing	MKT 3300 (3 hrs)	MKT 2210 (3 hrs) (D)
Global Supply Chains	SCM 3230 (3 hrs)	SCM 2230 (3 hrs) (D) or SCM 3360 (3 hrs) (D)
Cross-Cultural Brand Mgmt topic only*	MKT 3240* (3 hrs)	MKT 2210 (3 hrs) (D)

**Note: The course title for MKT 3240 is "Selected Topics in Marketing." A number of different topics are offered under this course number. The ONLY topic offered under the course number MKT 3240 that fulfills the International Business Requirement is: "Cross-Cultural Brand Management." Examples of topics that do NOT fulfill the International Business Requirement are: "Branding," "Digital Marketing," "Pricing Strategy," "Social Marketing," and "Sustainability Marketing." However, these topics may be used as business options in the B.Comm.(Hons.) program.*

(Notes are continued on the next page)

Notes (continued):

3) **Alternative Management Studies Requirement:** Students must complete 3 credit hours of Alternative Management Studies. Students may fulfil this requirement by completing one of the following courses.

Course Title	Course Number	Prerequisite(s)
Seminar in Management and Capitalism	GMGT 4210 (3 hrs)	GMGT 1010 (D) or GMGT 2120 (D)
Corporate, Social, and Environmental Responsibility	LEAD 3030 (3 hrs)	GMGT 1010 (D); and GMGT 2060 (D) [or former GMGT 2080 (D)]
Sustainability Marketing topic only**	MKT 3240**(3 hrs)	MKT 2210 (3 hrs) (D)
**Note: The course title for MKT 3240 is "Selected Topics in Marketing." A number of different topics are offered under this course number. The ONLY topic offered under the course number MKT 3240 that fulfills the Alternative Management Studies Requirement is: "Sustainability Marketing." Examples of topics that do NOT fulfill the Alternative Management Studies Requirement are: "Branding," "Digital Marketing," "Pricing Strategy," "Social Marketing," and "Cross-Cultural Brand Management." However, these topics may be used as business options in the B.Comm.(Hons.) program.		
Cooperatives in Business and Community topic only***	AGRI 3030*** (3 hrs)	no prerequisite
***Note: The course title for AGRI 3030 is "Modern Topics in Agriculture 1." A number of different topics are offered under this course number. The ONLY topic offered under the course number AGRI 3030 that fulfills the Alternative Management Studies Requirement is: "Cooperatives in Business And Community."		
Political Economy 1: Production and Distribution	ECON 2540 (3 hrs)	a grade of "C" or better in six credit hours of 1000 level Economics
Workers, Employers and the State	LABR 2300 (3 hrs)	[a grade of "C" or better in three credit hours of 1000 level Labour Studies] or written consent of the Labour Studies coordinator.
Exploring Aboriginal Economic Perspectives	NATV 3120 (3 hrs)	Course prerequisites will be waived for Asper students; students must contact an Asper Program Advisor before registration for the prerequisite waiver.
Environment, Economy, and Aboriginal Peoples	NATV 4220 (3 hrs)	Course prerequisites will be waived for Asper students; students must contact an Asper Program Advisor before registration for the prerequisite waiver.
Aboriginal Economic Leadership	NATV 4320 (3 hrs)	Course prerequisites will be waived for Asper students; students must contact an Asper Program Advisor before registration for the prerequisite waiver.
International Political Economy	POLS 3250 (3 hrs)	[a grade of "C" or better in POLS 2040 or POLS 2045 or the former POLS 2041] or written consent of instructor or department head
Theories of the Capitalist World Order	POLS 3270 (3 hrs)	Course prerequisites will be waived for Asper students; students must contact an Asper Program Advisor before registration for the prerequisite waiver.
Ecology and Society	SOC 3838 (3 hrs)	[a grade of "C" or better in SOC 1200 or the former SOC 1201] or [a grade of "C" or better in both SOC 1211 and SOC 1221]

In addition to the courses on the above list, students admitted to the Asper School of Business **prior to September 2015** may complete one of the following courses to fulfil the Alternative Management Studies requirement. If a six credit hour course is chosen, three credit hours will count toward the core Alternative Management Studies requirement and three credit hours will count as electives if the elective is applicable to the student's program.

*This list of additional courses is applicable only to students admitted to the Asper School of Business **prior to September 2015:***

Course Title	Course Number	Prerequisite(s)
Intro to the World's Economies	ECON 2630 (6 hrs)	minimum grade of "C" in 6 credit hours of 1000 level Economics
Sustainable Development	ECON 3710 (3 hrs)	minimum grade of "C" in 6 credit hours of 1000 level Economics
Alt'v Approaches to Macro Analysis	ECON 3810 (3 hrs)	a grade of "B" or better in ECON 2020 or ECON 2471 or the former ECON 2470 or the former ECON 2800
Critical Thinking and the Environment	ENVR 4110 (3 hrs)	ENVR 2000 (C) [prerequisite ENVR 1000 (C) or BIOL 1340 (C)] and 72 credit hours of course work, or permission of Department Head
Global Political Economy	GPE 2700 (3 hrs)	written consent of Global Political Economy coordinator
Globalization and the World Economy	POLS 3220 (3 hrs)	[a grade of "C" or better in POLS 2040 or POLS 2045 or the former POLS 2041] or written consent of instructor or Department Head

BACHELOR OF COMMERCE (HONOURS) PROGRAM LIST OF REQUIREMENTS FOR MAJORS

In the event that a course is applicable to two different majors, that course may be used to satisfy only one set of major requirements.

ABORIGINAL BUSINESS STUDIES

Notes:

Native Peoples of Canada NATV 1200 "W" (6 hrs)
The Department of Native Studies has waived NATV 1200 as a prerequisite for other NATV courses for B.Comm.(Hons.) students who have declared an Aboriginal Business Studies major. NATV 1200 is still recommended for students pursuing the Aboriginal Business Studies major as it may be used to count for "W" requirements, it will provide students with additional background for Aboriginal Business Studies, and it will provide additional background for other NATV courses where it is normally a prerequisite.

Students interested in the Aboriginal Business Studies major are encouraged to discuss course options with a Program Advisor as not all courses are offered every year.

Course Title	Course Number
<i>Required:</i>	
Exploring Aboriginal Economic Perspectives	NATV 3120 (3 hrs)
Aboriginal Economic Leadership	NATV 4320 (3 hrs)

plus 3 credit hours from the following list:

Cost Accounting	ACC 3040 (3 hrs)
Small Business Mgmt	ENR 3100 (3 hrs)
New Venture Analysis	ENR 4100 (3 hrs)
Personal Fin'l Planning	FIN 3270 (3 hrs)
Small Business Finance	FIN 3470 (3 hrs)
Staffing and Mgmt Dev	HRIR 4410 (3 hrs)
Learning to Lead	LEAD 2010 (3 hrs)

plus 3 credit hours from the following list:

Any other course from the list above.

Or one of:

Aboriginal Spirituality	NATV 2100 (3 hrs)
Intro to Aboriginal Community Development	NATV 2110 (3 hrs)
Native Societies and the Political Process	NATV 2220 (3 hrs)
Aboriginal Healing Ways*	NATV 3100*(3 hrs)
Fundraising for Ab'l Org	NATV 3160 (3 hrs)
Canadian Law and Aboriginal Peoples	NATV 3310 (3 hrs)
Ab'l Women of Canada	NATV 3360 (3 hrs)
Political Development in the North	NATV 3370 (3 hrs)
First Nations' Gov't	NATV 4200 (3 hrs)
Environment, Economy, and Aboriginal Peoples	NATV 4220 (3 hrs)

*NATV 3100 Aboriginal Healing Ways requires NATV 2100 "C" or written consent of Department Head.

ACCOUNTING

Course Title	Course Number
Inter Acctg: Assets	ACC 2010 (3 hrs)
Inter Acctg: Equities	ACC 2020 (3 hrs)
Cost Accounting	ACC 3040 (3 hrs)
Accounting Theory	ACC 4030 (3 hrs)

To graduate with an Accounting major, a minimum C+ is required in the prerequisite courses ACC 1100 and ACC 1110.

Notes:

Take ACC 1100 and ACC 1110 in Year 2.
The prerequisite for ACC 2010 is ACC 1100 (C+).
The prerequisite for ACC 3040 is ACC 1110 (C+).

ACTUARIAL MATHEMATICS

Course Title	Course Number
<i>Any 12 credit hours from:</i>	
Economic & Fin Apps	ACT 2020 (3 hrs)
Interest Theory	ACT 2120 (3 hrs)
Actuarial Models 1	ACT 3130 (3 hrs)
Actuarial Models 2	ACT 3230 (3 hrs)
[ACT 3630 (6 hrs) Models for Life Contingencies may be taken in place of ACT 3130 (3 hrs) <i>plus</i> ACT 3230 (3 hrs)]	
Financial Derivatives	ACT 3340 (3 hrs)
Constr & Eval of Act Mod	ACT 4630 (6 hrs)

Students admitted to the Asper School of Business **prior to September 2014** may use the following courses toward the 12 credit hours of the Actuarial Mathematics major:

Course Title	Course Number
<i>Any 12 credit hours from:</i>	
Economic & Fin Apps	ACT 2020 (3 hrs)
Interest Theory	ACT 2120 (3 hrs)
Actuarial Models 1	ACT 3130 (3 hrs)
Actuarial Models 2	ACT 3230 (3 hrs)
[ACT 3630 (6 hrs) may be taken in place of ACT 3130 (3 hrs) <i>plus</i> ACT 3230 (3 hrs)]	
Financial Derivatives	ACT 3340 (3 hrs)
Modeling Methods 1	ACT 4140 (3 hrs)
Modeling Methods 3	ACT 4340 (3 hrs)
[ACT 4630 (6 hrs) may be taken in place of ACT 4140 (3 hrs) <i>plus</i> ACT 4340 (3 hrs)]	

Notes:

Prior to registration, all students interested in or enrolled in Actuarial Mathematics should consult the Director of the Warren Centre for Actuarial Studies for program planning advice.

Students admitted in the Fall 2006 term and thereafter are required to attain a minimum grade of "C+" in all 12 credit hours of Actuarial courses that will contribute to the Major in order to graduate with an Actuarial Mathematics major.

Students are also advised that the following 15 credit hours of courses are required (and *another* 3 credit hours are recommended) to obtain the Actuarial Mathematics Major:

MATH 1300 [or MATH 1220] (C) (3 hrs) and MATH 1700 (B) [or MATH 1232 (C)] (3hrs). These courses can be used to satisfy Track 1/Foundation courses or alternately as electives in Year 1. Note: Both MATH 1300 and MATH 1700 are prerequisites to MATH 2720 which is required for ACT 2120.

MATH 2720 (D) (3 hrs). Students declaring Actuarial Mathematics as their first major may take this course as either a Business Option or non-Business Elective.

STAT 2400 (D) (3 hrs) is one of the pre- or co-requisite requirements for ACT 2120.

STAT 3400 (3 hrs) is needed for ACT 3130 (requires "D" in STAT 3400), ACT 3630 (requires "C" in STAT 3400), and ACT 4630 (requires "C" in STAT 3400)

STAT 2400 and STAT 3400 can contribute to the 2000+ Level elective requirement of the degree.

STAT 2000 is a recommended elective. This course can contribute to the 2000+ Level elective requirement of the degree.

ENTREPRENEURSHIP / SMALL BUSINESS

Effective September 2013, the major consists of:

Course Title	Course Number
<i>Required:</i>	
Small Business Mgmt	ENTR 3100 (3 hrs)
New Venture Analysis	ENTR 4100 (3 hrs)
Entrepreneurial Finance	FIN 3240 (3 hrs)
<i>plus one of:</i>	
Technological Entr	ENTR 3102 (3 hrs)
Selected Topics in Entr	ENTR 3104 (3 hrs)
Family Business Mgmt	ENTR 3106 (3 hrs)

Students admitted to the Asper School of Business **prior to September 2013** may complete the following requirements:

Course Title	Course Number
<i>Required:</i>	
Small Business Mgmt	ENTR 3100 (3 hrs)
New Venture Analysis	ENTR 4100 (3 hrs)
Entrepreneurial Finance*	FIN 3240 (3 hrs)*
<i>plus one of:</i>	
Cdn Income Taxation	ACC 3080 (3 hrs) [or former ACC 3050 (3 hrs)]
Acctg Info Systems	ACC 3530 (3 hrs)
Life Insurance Products	ACT 4050 (3 hrs)
Technological Entr	ENTR 3102 (3 hrs)
Selected Topics in Entr	ENTR 3104 (3 hrs)
Family Business Mgmt	ENTR 3106 (3 hrs)
Fin'l Statement Analysis	FIN 3250 (3 hrs)
Marketing Research	MKT 3220 (3 hrs)
Retail & Channel Mgmt	MKT 3310 (3 hrs)
Sales Management	MKT 4270 (3 hrs)

*Students admitted to the Asper School of Business **prior to September 2013** may use FIN 3470 Small Business Finance (rather than FIN 3240) toward the Entrepreneurship/Small Business major.

FINANCE

Course Title	Course Number
<i>Required:</i>	
Investments	FIN 3410* (3 hrs)
Corp Fin Theory & Prac	FIN 3480* (3 hrs)
Fin Mgmt Practices	FIN 4400** (3 hrs)
<i>plus one of:</i>	
Investment Banking	FIN 3400 (3 hrs)
Security Analysis	FIN 3420 (3 hrs)
International Finance	FIN 3450 (3 hrs)
Financial Markets	FIN 3460* (3 hrs)
Financial Modeling	FIN 4240 (3 hrs)
Behavioral Finance	FIN 4250 (3 hrs)
Advanced Finance Theory	FIN 4260 (3 hrs)
Options and Futures	FIN 4270 (3 hrs)

To graduate with a Finance major, a minimum C+ is required in the prerequisite course FIN 2200.

Note:

*The prerequisites for FIN 3410, FIN 3460 and FIN 3480 are: FIN 2200 (C+); MATH 1300 (C) or MATH 1310 (C); STAT 2000 (C). Therefore, students interested in the Finance major should:
 - take MATH 1300 or MATH 1310 as a Track 1/Foundation course or as an elective.
 - take FIN 2200 in Year 2.
 - take STAT 2000 as an elective.

Capstone Course: FIN 4400 [**The prerequisite for FIN 4400 is FIN 3480 (D).]

HUMAN RESOURCES MANAGEMENT / INDUSTRIAL RELATIONS

The Major consists of:

EITHER:

Course Title	Course Number
<i>Required:</i>	
Labour & Emp Relations	HRIR 3450 (3 hrs)
<i>Plus any THREE of:</i>	
Staffing & Mgmt Dev	HRIR 4410 (3 hrs)
Compensation	HRIR 4420 (3 hrs)
Collective Bargaining	HRIR 4480 (3 hrs)
Comp IR and HRM	HRIR 4520 (3 hrs)

OR:

Course Title	Course Number
<i>Required:</i>	
Labour & Emp Relations	HRIR 3450 (3 hrs)
<i>Plus any TWO of:</i>	
Staffing & Mgmt Dev	HRIR 4410 (3 hrs)
Compensation	HRIR 4420 (3 hrs)
Collective Bargaining	HRIR 4480 (3 hrs)
Comp IR and HRM	HRIR 4520 (3 hrs)
<i>Plus any ONE of:</i>	
Selected Topics in IR	HRIR 3430 (3 hrs)
Labour Law	LABR 3010 (3 hrs)
Workplace Hlth & Safety	LABR 3060 (3 hrs)
Labour Rltns & Occ Hlth	LABR 3070 (3 hrs)
Employment Legislation	LABR 3130 (3 hrs)
Pensions & Benefits	LABR 3140 (3 hrs)

Notes:

- take HRIR 2440 in Year 2.
 - LABR 3010, LABR 3060, LABR 3070, LABR 3130, and LABR 3140 are courses taught by the Labour and Workplace Studies Program in the Faculty of Arts. These course have prerequisites that also

must be met.

INTERNATIONAL BUSINESS

Course Title	Course Number
International Finance	FIN 3450 (3 hrs)
Comparative IR & HRM	HRIR 4520 (3 hrs)
International Mgmt	INTB 2200 (3 hrs)*
International Marketing	MKT 3300 (3 hrs)

*Note: One section of INTB 2200 will be offered for 14 Asper students annually in May during the Arni Thorsteinson Study Exchange Program to Israel. Acceptance to this program is competitive and is based on year class, GPA, application and interview quality. **Acceptance is not guaranteed** and all students should have an alternative plan to take INTB 2200 if they are not accepted to this program. For more information please go to the following website

<http://umanitoba.ca/faculties/management/programs/undergraduate/iexchange/outgoing/arni-thorsteinson-israel-study-trip.html> or email the Exchange Program Coordinator at amber.pohl@umanitoba.ca

Students may use one of the above courses to fulfil the core International Business Requirement. In such cases, the major will be comprised of the remaining three courses plus one course from the following list (these courses have prerequisites that must be met):

ACT 4250 Managing Insurance Operations in the International Business Environment; or

SCM 3230 Global Supply Chains; or

MKT 3240 Cross-Cultural Brand Management topic only**

**Note: The course title for MKT 3240 is "Selected Topics in Marketing." A number of different topics are offered under this course number. The ONLY topic offered under the course number MKT 3240 that fulfills the International Business Requirement is: "Cross-Cultural Brand Management." Examples of topics that do NOT fulfill the International Business Requirement are: "Branding," "Digital Marketing," "Pricing Strategy," "Social Marketing," and "Sustainability Marketing." However, these topics may be used as business options in the B.Comm.(Hons.) program.

Approved Options For International Business Major

Students majoring in International Business are permitted to take 12 credit hours of a foreign language and/or courses with an international focus and have these non-Business courses count as Business options. The approved course list is given below.

See Notes below for regulations regarding approved options. Some of the courses listed below have prerequisites that must also be met.

Course Title	Course Number
<u>Anthropology</u>	
Soc Org Cross-Cult	ANTH 2390 (6 hrs)
Anthro of Econ Systems	ANTH 2510 (3 hrs)
Globalization & Wrld Sys	ANTH 3750 (3 hrs)

Economics:

The Economy of Ukraine	ECON 2510 (3 hrs)
Political Economy 1	ECON 2540 (3 hrs)
Political Economy 2	ECON 2550 (3 hrs)
Development Economics	ECON 3390 (6 hrs)
International Trade	ECON 3670 (3 hrs)
International Finance	ECON 3680 (3 hrs)

Foreign Language Courses: See Note 1 below.

Global Political Economy:

Perspectives on GPE	GPE 2700 (3 hrs)
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History:

The World Since 1945	HIST 2720 (6 hrs)
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Political Studies:

The EU in World Politics	POLS 2430 (3 hrs)
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Sociology:

Developing Societies	SOC 3690 (3 hrs)
Social Inequality	SOC 3870 (3 hrs)

Note 1: A "foreign language" is defined as any course that teaches students a language (other than English) that is not their native language.

Note 2: "Business option" means a non-core Business course taken by Business students. "Elective" means a non-Business course taken by Business students. The courses listed above will be counted as Business options only for International Business majors.

Note 3: If any of the courses listed above are taken by a non-International Business major they will count as electives. If an International Business student drops out of the International Business major and has already taken one or more of these courses, the courses will be counted as electives, not options. If the student has completed all of his/her electives, that student will lose credit for those courses beyond the elective maximum.

LEADERSHIP AND ORGANIZATIONS

Course Title	Course Number
<i>Any 4 of:</i>	
Mgmt Decision Making	GMGT 3010 (3 hrs)
Negot'n & Conflict Mgmt	LEAD 3010 (3 hrs)
Team Building & Diversity	LEAD 3020 (3 hrs)
Corp, Social & Env Resp	LEAD 3030 (3 hrs)
Topics in Leadrshp & Org	LEAD 3040 (3 hrs)
Leading Change	LEAD 4010 (3 hrs)
Leadership, Power and Politics in Organizations	LEAD 4020 (3 hrs)

Students entering second year are advised to take GMGT 2070 and GMGT 2060 as they are prerequisites to some of the advanced courses in the major.

Students entering second year are strongly recommended to take LEAD 2010 as a business option prior to taking LEAD 4020, and to speak with an Asper Program Advisor for course planning advice.

LOGISTICS AND SUPPLY CHAIN MANAGEMENT

Note: Take SCM 2160 in Year 2.

Course Title	Course Number
<i>Required:</i>	
Transportation Principles	SCM 2210 (3 hrs)
Intro to Supp Chn Mgmt	SCM 2230 (3 hrs)
Supply Chain Logistics	SCM 3360 (3 hrs)
<i>plus one of:</i>	
Selected Topics in Log	SCM 2220 (3 hrs)
Purch & Supply Mgmt	SCM 2240 (3 hrs)
Transp Infrastructure	SCM 2250 (3 hrs)
Transp Strat & Policy	SCM 2260 (3 hrs)
Global Supply Chains	SCM 3230 (3 hrs)
Airline Business	SCM 3250 (3 hrs)
Supply Chain Sustainability	SCM 3260 (3 hrs)
Advanced Issues in SCM	SCM 4250 (3 hrs)
(not to be held with the former SCM 4240).	

MANAGEMENT INFORMATION SYSTEMS (MIS)

Course Title	Course Number
Database Mgmt Systems	MIS 3500 (3 hrs)
Sys Analysis & Design	MIS 3510 (3 hrs)
Data Communications	MIS 3520 (3 hrs)
MIS & Strategy	MIS 4500 (3 hrs)

To graduate with a Management Information Systems major, a minimum C+ is required in the prerequisite course MIS 2000.

Capstone Course: MIS 4500

Notes:

- take MIS 2000 in Year 2
- "C+" required in MIS 2000
- MIS majors are encouraged, but not required, to take COMP 1020 as an elective.
- The prerequisites for MIS 3500 are: COMP 1010 (C) and MIS 3510 (D). Therefore, MIS majors are required to take COMP 1010 (C) as an elective.

MARKETING

Course Title	Course Number
<i>Required:</i>	
Marketing Research	MKT 3220 (3 hrs)
Consumer Behaviour	MKT 3230 (3 hrs)
Marketing Management	MKT 4210 (3 hrs)
<i>plus one of:</i>	
Selected Topics in Mktg	MKT 3240 (3 hrs)
International Marketing	MKT 3300 (3 hrs)
Retail & Channel Mgmt	MKT 3310 (3 hrs)
Services Marketing	MKT 3340 (3 hrs)
Integrated Mktg Comm	MKT 3390 (3 hrs)
Sales Management	MKT 4270 (3 hrs)

Note:

Students completing the Marketing major are also required to take STAT 2000 as one of their electives since STAT 2000 (D) is a prerequisite for MKT 3220.

Capstone Course: MKT 4210

OPERATIONAL RESEARCH / OPERATIONS MANAGEMENT

Due to resource constraints, this major may not be offered every year. Contact the Asper School of Business Undergraduate Program Office for more information (phone: 204-474-6388).

Course Title	Course Number
<i>Any 4 of:</i>	
Intermediate Mgmt Sci	MSCI 3400 (3 hrs)
Mgmt Qual & Reliability	OPM 3650 (3 hrs)
Op Mgmt in Service Org	OPM 3660 (3 hrs)
POM Project in Industry	OPM 3670 (3 hrs)
Mgmt Science Models	MSCI 4220 (3 hrs)
Prod Mgmt Seminar	OPM 4620 (3 hrs)

GENERALIST

The Generalist major consists of one course from the required course list of four different majors (i.e. Options that are not part of a Major's required course requirements are not eligible for the Generalist major).

For more information, please contact:

Undergraduate Program Office, Asper School of Business

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Phone: 204-474-6388
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Website: <http://umanitoba.ca/asper>

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B_Comm_International@UManitoba.ca

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