

# Bachelor of Commerce *Management Concentration*

This pamphlet is only a guide. Consult both your audit and the Carleton University Undergraduate Calendar ([www.carleton.ca/cuuc](http://www.carleton.ca/cuuc)) for specific rules that apply to your program.

**20.0 credits**

**Effective Fall 2013**

Students admitted BEFORE fall 2013 should refer to the program requirements as listed on your degree audit. Your audit can be accessed through Carleton Central.

Required Credits in B.Com **Major [13.5 credits] Electives [6.5 credits]**

Required courses are generally offered fall/winter and summer. For Electives no more than 2.0 credits below the 2000-level; and 1.0 credit must be completed at the 3000-level or above

**What do I take?** Below is the recommended course plan. Please consult with an Undergraduate Advisor should you need to make adjustments.

## Year 1

### Major courses:

**BUSI 1004** - Financial Accounting (**Fall**)  
**BUSI 1005** - Managerial Accounting (**Winter**)  
(prerequisite: BUSI 1004)  
**ECON 1000** - Intro to Economics (**full year**)  
**PSYC 1002** - Intro to Psychology \*(*Business section*)  
**SOCI 1002** - Intro to Sociology \*(*Business section*)  
**MATH 1009** - Calculus  
**MATH 1119** - Linear Algebra  
**BUSI 1402** - Intro to Business Information & Communication Technologies  
**BUSI 1800** - Intro to Business

## Year 2

### Major courses:

**ECON 2009** - Managerial Economics  
(Prerequisites: ECON 1000 C- or higher, and MATH 1009 C- higher)  
**BUSI 2101** - Intro to Organizational Behaviour  
(Prerequisite: 2nd year standing)  
**BUSI 2208** - Intro to Marketing  
(Prerequisites: BUSI 1004, ECON 1000 and one of PSYC 1002 or SOCI 1002)  
**BUSI 2301** - Intro to Operations Management  
(Prerequisites: 2nd year standing, STAT 2606 can be taken concurrently)  
**BUSI 2400** - Intro to Information Systems  
(Prerequisites: 2nd year standing)  
**BUSI 2504** - Business Finance I  
(Prerequisites: ECON 1000 and BUSI 1005)  
**BUSI 2601** - Business Law  
**BUSI 2701** - Fundamentals of International Business  
**STAT 2606** - Business Statistics I (**Fall**)  
(Prerequisite: MATH 1009 C- or better)  
**STAT 2607** - Business Statistics II (**Winter**)  
(Prerequisite: STAT 2606)

## Year 3

### Major courses:

**BUSI 3102** - Intro to Human Resources Management  
(Prerequisites: 2nd year standing, BUSI 2101)  
**BUSI 3103** - Intro to Organizational Theory  
(Prerequisites: 2nd year standing, BUSI 2101)  
**BUSI 3309** - Project Management  
(Prerequisites: 3rd year Standing BUSI 2301 and STAT 2606)

### “Required” Management Concentration courses:

**BUSI 3104** - Managing Individual Performance  
(Prerequisites: BUSI 2101 C)  
**BUSI 3105** - Managing and Motivating Teams  
(Prerequisites: BUSI 2101 C)  
**BUSI 3106** - Managing Conflict and Negotiation  
(Prerequisites: BUSI 2101 C-)

## Year 4

### Major courses:

**BUSI 4601** - Business Ethics  
(Prerequisites: 4th year standing)  
**BUSI 4609** - Strategic Management  
(Prerequisites: 4th year standing; All 2000-level and 3000-level courses must be completed in the Major)  
**1.0 credit in Business at the 4000-level**  
(4000-level Management courses can be used to satisfy this requirement)

### “Required” Management Concentration courses:

**BUSI 4105** - Managing Change  
(Prerequisites: 3rd year standing, BUSI 2101 C-)  
**BUSI 4112** - Organizational Leadership  
(Prerequisites: 3rd year standing, BUSI 2101 C-)

### Management Electives

1.5 credits from list:

**BUSI 3117** - Developing Creative Thinking  
(Prerequisites: 3rd year standing, BUSI 2101 C-)

**BUSI 3119** - Business and Environmental Sustainability  
(Prerequisites: 3rd year standing, BUSI 3103 C-)

**BUSI 4104** - Strategic Human Resources Management  
(Prerequisites: BUSI 3102 and BUSI 3103 C- in each)

**BUSI 4108** - Organizational Learning  
(Prerequisite: BUSI 3103 C-)

**BUSI 4111** - Training and Development  
(Prerequisites: 4th year standing; BUSI 3104 C & permission of the School of Business)

**BUSI 4119** - Practicum in Management  
(Prerequisites: 4th year standing; BUSI 3103, BUSI 3104, BUSI 3105 and BUSI 3106 C+ in each)

Should you need to alter your Winter registration based on Fall semester results, please consult with an advisor in the Sprott School of Business.  
[ugadvisor@sprott.carleton.ca](mailto:ugadvisor@sprott.carleton.ca)

If you are considering a Concentration, you should declare in Second year. Adding a Concentration after 2nd year may delay graduation. For a double concentration 6.0 credits must be completed with a Min CGPA of 8.0.