



# Carleton University Sprott School of Business Introduction to Business | BUSI 1800 Section D Winter 2022

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Head TA: Office Hours: Email:	TBD To be determined <u>1800@sprott.carleton.ca</u>
Course Time Slot:	Tuesdays from 8:35 am to 11:25pm EST
Modality:	This course will be offered both synchronously (live <b>online</b> during course time) and asynchronously (pre-recorded sessions, <b>online</b> ) with components of synchronous class time being held between the scheduled course slot of Tuesdays from 8:35am to 10 AM EST. Synchronous sessions will typically run for no more than <b>60-90</b> minutes per class depending on the number of questions. Times will be confirmed during the first class and/or you will receive an updated course activity schedule by the start of the term. There will be an expectation that students will engage in another <b>60-90 minutes</b> of asynchronous learning at their convenience, typically <u>in advance</u> of each class, in addition to the requirement for any assignments and groupwork to be completed outside of class time. Recorded sessions will be posted in BrightSpace.
Pre-requisites:	Restricted to B.Com. students with first-year or second-year standing.

# **Course Calendar description from the 2021/2022 University calendar:**

Introduction to contemporary businesses in a complex economy, their role in the society, their history. The various functions that come together to define a business will be examined. All forms of business communications emphasized. Lectures (typically) three hours per week and tutorial

This introduction to business is built around three main objectives:

Gaining general knowledge on businesses and sustainable business management;

- Developing the ability to apply this knowledge to practical situations; and
- Developing human skills and communication skills.

### Learning Outcomes:

See <u>Appendix B</u> for the complete outline of learning outcomes required for the Bachelor of Commerce program, as well as <u>Contribution to the Learning Goals</u>.

### **Required Textbook:**

Boone, Contemporary Business 3<sup>rd</sup> Canadian Edition with WileyPLUS

WileyPLUS price is \$89.00 CAD and it includes the full e-Text (online and offline for the term) and all the study tools. Students can opt to pay a little extra to have the permanent downloadable e-Text or a Loose-leaf print mailed to them during the registration process. If you opt for a hard copy of the textbook, you will still have access to the online version while you wait. Wiley also offers access to the e-Text until you pass the course so if you drop or have to retake the course, you can come back into WileyPLUS free of charge.

A note about shipping if you choose to purchase the hard copy or loose-leaf version of the textbook:

- Within Canada delivery usually takes between 5-10 business days, possibly longer in rural areas.
- Outside of Canada it may not be possible to have a hard copy delivered. Please check with WileyPlus
  at the time of purchase to verify.

### To purchase the text:

- 1. Visit <u>www.wileyplus.com/login</u>.
- 2. Click 'Create Account' to create account. (Note: If you already have a WileyPlus account, log in and click "add more courses").
- 3. Fill in your account details and set your password.
- 4. Enter your course section ID (A21088).
- 5. Begin by clicking on the course selection link to access the course.

In addition to the required textbook for the course, students are required to access a simulation from Praxar Serious Games (\$30.36 CAD). All students will participate in the practice exercises in weeks 7 and 8.

### Teamwork: Praxar Simulation

For all students, the online simulation will take place during week 9 to 12, and details on how to purchase access for the simulation will be provided before the start of the course.

# **Required Technology:**

This course will be offered virtually and as such, students will be required to have access to the following in order to successfully engage in and complete the course:

- Access to a computer or a laptop with current versions of MS Word, MS Excel and MS PPT;
- Access to Internet in order to join the course and tutorials via Zoom;
- Access to a web cam (or one built into your computer/laptop); and
- Ability to record a video of yourself independently and/or for a group presentation.

**NOTE:** If you do not have access to one or more of the above items, please contact the instructor directly at <u>emily.jonesjoanisse@carleton.ca</u> and she will work with you to ensure you have the minimum access to ensure successful completion of the course.

### Modes of Engagement:

This course will use a number of methods for engagement with students to impart teaching material and/or to encourage class participation, including, but not limited to:

- Pre-recorded course material;
- YouTube videos;
- Podcasts;
- Virtual (live) teaching including the use of on-line breakout sessions for small group discussions;
- Group presentation(s);
- Written assignments (individual and group);

### **Tutorials:**

Students are required to participate in a one-hour tutorial affiliated with the course. Each tutorial will be assigned a Teaching Assistant who will be responsible for facilitating the tutorial, teaching supplemental course information (where applicable), addressing questions and concerns about course content from students, and grading assignments for the students registered in their assigned tutorial. For some assignments, groups may find it necessary to work together outside of their tutorial timeframe to complete course work/assignments, please reach out to your TA if you have any questions about this.

# Assessment Breakdown:

All Students	Activity Option A	Value	Group	Individual	Timeline
Weekly Online Assessments, through WileyPlus		35%		Х	Due at <b>11:59pm every</b> <b>Monday</b> , <b>(</b> 2.5% -7.5% per weekly assessment)
	Team Charter	5%	Х		Due <b>Monday Feb 10<sup>th</sup> at</b> 11:59 pm
See notes	Tutorial Attendance, all Tutorials (5%) and completion of Praxar Practice Zone (5%)	10%			For full 5% attendance mark, video must also be on for tutorials.
	Praxar Simulation (5% Praxar Tutorials, 10% Questionnair e, 10% 360 Eval, 5% Ranking)	30%	X	x	See due dates within Praxar Week 12:Evaluations,where applicable, due during class time or before.
Teamwork Reflection Assignment		20%	X (A)	X (B)	Due <b>Apr 12<sup>th</sup></b> at 11:59 pm
Course Engagement ( <b>Bonus</b> of 5%, up to a maximum course mark of 100%, for keeping your video camera on for every class, maintaining a professional remote workspace (eg. not your bed) and interacting verbally with your classmates and the instructor during the live portion of the lecture).		5%		X	Week 1-12
	Total	100%			
	Assessment		]		

All course materials, recordings and assignments will be linked from the course page in BrightSpace unless otherwise noted (eg. on WileyPlus).

### **Course Evaluation:**

Course work will be evaluated based on individual and team work. Students will be placed in teams for their group assignments and will be required to work with those team members for all group related activities. Assignments will explain in detail what components of work will be required to be completed individually or as a team.

There is no mid-term or final exam for this course.

More information for all assessments will be discussed at the start of the term, including specific details and expectations.

Program Learning Goal	Competencies Not Covered	Competencies Introduced	Competencies Taught But Not	Competencies Taught and Assessed
		(only)	Assessed	
		CHE	CK (X) ONE PER ROV	W
BC1 Knowledge				
Graduates will be				
skilled in applying				
foundational				Х
business knowledge				
to appropriate				
business contexts.				
BC2 Collaboration				
Graduates will be				
collaborative and				
effective contributors				
in team				х
environments that				X
respect the				
experience, expertise				
and interest of all				
members.				
BC3 Critical Thinking				
Graduates will be				
discerning critical				
thinkers, able to				
discuss different				
viewpoints, challenge			X	
biases and				
assumptions, and				
draw conclusions				
based on analysis				
and evaluation.				
<b>BC4 Communication</b>				
Graduates will be				
effective and				Х
persuasive in their				
communications.				
BI5 Global				
Awareness (BIB				
ONLY)		Х		
Graduates will be				
globally-minded.				

### **Detailed Course Schedule:**

See <u>Appendix A</u> for detailed course schedule.

### **Additional Information:**

For additional information on the following topics, please visit <u>Appendix C</u> of the course outline.

- Course Sharing Website
- Required Calculator in BUSI Course Examinations
- Group Work
- Letter Grades and Percentage Equivalents
- Academic Regulations
- Requests for Academic Accommodation (Pregnancy, Religion, Academic Accommodations for Students with Disabilities, Course-Specific Academic Accommodations)
- Survivors of Sexual Violence
- Accommodation for Student Activities
- Academic Integrity
- Sprott Student Services
- Centre for Student Academic Support
- Other Important Information

### Appendix A – Detailed Course Schedule

NOTE:

- 1. Please note, this is a **PRELIMINARY** version of course details. A comprehensive version will be provided for the start of class.
- 2. ALL times referenced for deadlines of submissions are for EASTERN STANDARD TIME so please be aware of this if you live in a different time zone.
- 3. Tutorials start during week three (week of Sept 27<sup>th</sup>).

Week	Date (Tues)	Chapter / Topics / Guests	Mode	Due Date
1	Jan. 11	<b>Before Class:</b> Listen to podcast(s) for Week 1 posted on WileyPlus (How I Built This: Bumble with Whitney Wolfe)	Pre-recorded	Before first class on Jan. 11th
		Readings: Review Chapters 1 of textbook, The	On your own	Before first class on Jan. 11 <sup>th</sup>
		Changing Face of Business	Live Class	
		Guest Speaker(s): ■ TBD		
2	Jan. 18	<b>Before Class:</b> Listen to podcast(s) for Week 2 posted on WileyPlus (How I Built This: Lululemon Athletica with Chip Wilson)	Pre-recorded	Before Jan. 18 <sup>th</sup> class
		<b>Readings:</b> Review Chapters 3 and 4 of textbook, <i>Economic Challenges Facing Business Today</i> , and <i>Competing in World Markets</i> and complete Online Assessments for Chapters 1, 3, and 4 before class	On your own	

		<ul> <li>Guest Speaker(s):</li> <li>Sprott Business Career Management Centre</li> <li>TBD</li> </ul>	Live Class	
3	Jan 25	<b>Before Class:</b> Listen to podcast(s) for Week 3 posted on WileyPlus (How I Built This: Stacy's Pita Chips with Stacy Madison)	Pre-recorded	Before Jan. 25 <sup>th</sup> class
			On your own	Jan. 24 <sup>th</sup> at 11:59pm
		<b>Readings:</b> Review Chapters 6 and 7 of textbook, <i>Starting Your Own Business: the</i> <i>Entrepreneurship Alternative</i> and <i>Management,</i> <i>Leadership and the Internal Organization</i> and complete Online Assessments for Chapters 6 and 7 before the deadline;	Live Class	
		Guest Speaker(s): ■ TBD		
4	Feb 1	<b>Before Class:</b> Listen to podcast(s) for Week 4 posted on WileyPlus (How I Built This: Rent the Runway with Jenn Hyman)	Pre-recorded	Before Feb. 1 <sup>st</sup> class
			On your own	Jan. 31 <sup>st</sup> at 11:59pm
		<b>Readings:</b> Review Chapters 8 and 9 of textbook, <i>Human Resource Management: from</i> <i>Recruitment to Labour Relations</i> and <i>Top</i> <i>Performance Through Empowerment, Teamwork</i> <i>and Communication</i> and complete Online Assessments for Chapters 8 and 9 before Saturday deadline (Oct 2 <sup>nd</sup> ).	Live Class	
		Guest Speaker(s): ■ TBD		
5	Feb 8	<b>Before Class:</b> Listen to podcast(s) for Week 5 posted on WileyPlus (How I Built This: Kickstarter with Perry Chen)	Pre-recorded	Before Feb. 8 <sup>th</sup> class
		<b>Readings:</b> Review Chapter 11 and 13 of textbook,	On your own	Feb 7 <sup>th</sup> at 11:59pm
		<i>Customer-Driven Marketing</i> and <i>Promotion and</i> <i>Pricing Strategies</i> and complete Assessment for Chapters 11 and 13 before Saturday (previous to class) deadline.	Live Class Time	
		<ul> <li>Guest Speaker(s):</li> <li>Library Research workshop with Matthew Gertler</li> </ul>		
6	Feb 15	<b>Before Class:</b> Listen to podcast(s) for Week 6 posted on WileyPlus (How I Built This: Shopify with Tobias Lütke)	Pre-recorded	Before Feb. 15 <sup>th</sup> class
		<b>Readings:</b> Review Chapters 14 and 15 of textbook, <i>Using Technology to Manage</i>	On your own	Mon. Feb 14 <sup>th</sup> at 11:59pm
		Information and Understanding Accounting and Financial Statements and complete Online	Live Class	

		Assessments for Chapters 14 and 15 before Saturday (previous to class) deadline.		
		Guest Speaker(s):		
	Feb. 22-	TBD     Fall Break		
	25			
7	Mar. 1	<b>Before Class:</b> Listen to podcast(s) for Week 7 posted on WileyPlus (How I Built This: Betterment with John Stein / How I Built This: Learnvest with Alexa Von Tobel)	Pre-recorded On your own	Before Mar. 1st class Mart 1 <sup>st</sup> at 11:59pm
		<b>Readings:</b> Review Chapter 16 and 17 of textbook, <i>The Financial System</i> and <i>Financial Management</i> and complete Assessment for Chapters 16 and 17 before Saturday deadline.	Live Class	
		For the purposes of tutorials during week 7 and 8 (and 9 onwards), students must work in groups as chosen by their TA. They will be responsible for three round in the Practice Zone which will count for half of their tutorial participation mark, due at 11:59pm on <b>Monday Mar 8</b> <sup>th</sup> .		
		Each team is responsible for creating their team charter due on the Monday night before next class (3-5 pages as a group). Students who successfully obtained a role with the SSCG must write a 1-page reflection (due the following Saturday night) on why they applied for this position and what they hope to gain from this experience.		
		All students are responsible for completing three rounds in the Practice Zone of the Praxar Simulation by <b>Mon Mar 8</b> <sup>th</sup> <b>at 11:59pm</b> .		
		Guest Speaker(s):		
8	Mar. 8	<b>Before Class:</b> Listen to podcast(s) for Week 8 posted on WileyPlus (How I Built This: Patagonia with Yvon Chouinard);	Pre-recorded	11:59pm, Monday Mar 8th
		All students are responsible for completing three rounds in the Practice Zone of the Praxar Simulation by <b>Mon Mar 8</b> <sup>th</sup> <b>at 11:59pm</b> .	On your own	Mar 6 <sup>th</sup> at 11:59pm
		All students must work with their groups to submit a Team Charter due by midnight before class.	Live Class	
		<b>Readings:</b> Review Chapter 2 of textbook, <i>Business Ethics and Social Responsibility</i> and complete Assessment for Chapter 2, due Saturday evening prior to class.		
		Guest Speaker(s): ● TBD		

9	Mar. 15	Simulation Teamwork: Do simulation as per Praxar system deadlines.	Live Class , during your tutorial, on your own time, and with your group as agreed upon with your group.	Generally on Mondays are the due dates; See Praxar for most up- to-date deadlines, email <u>service@praxar.com</u> if you are having difficulties gaining access.
10	Mar. 22	Simulation Teamwork: Do simulation as per Praxar system deadlines.	Live Class , during your tutorial, on your own time, and with your group as agreed upon with your group.	Generally on Mondays are the due dates; See Praxar for most up- to-date deadlines, email <u>service@praxar.com</u> if you are having difficulties gaining access.
11	Mar. 29	Simulation Teamwork: Do simulation as per Praxar system deadlines.	Live Class , during your tutorial, on your own time, and with your group as agreed upon with your group.	Generally on Mondays are the due dates; See Praxar for most up- to-date deadlines, email <u>service@praxar.com</u> if you are having difficulties gaining access.
12	Apr. 5	Simulation Teamwork: Do simulation as per Praxar system deadlines.	Live Class , during your tutorial, on your own time, and with your group as agreed upon with your group.	Generally on Mondays are the due dates; See Praxar for most up- to-date deadlines, email <u>service@praxar.com</u> if you are having difficulties gaining access.

# Appendix B – Learning Outcomes for the Bachelor of Commerce Program

Goal

# Learning Objectives

<b>BC1 Knowledge Integration</b> Graduates will demonstrate the capabilities required to apply cross-functional business knowledge and technologies in solving real- world business problems.	<ul> <li>1.1 Apply theoretical concepts to develop innovative, practical business solutions.</li> <li>1.2 Develop an understanding of the cross-functional and interdependent nature of strategic business decisions.</li> <li>1.3 Develop awareness and understanding of integrated enterprise information technology solutions in addressing business problems.</li> </ul>
<b>BC2 Collaboration</b> Graduates will be collaborative and effective contributors in team environments that respect the experience, expertise and interest of all members.	<ul> <li>2.1 Develop leadership skills, empathy and initiative, to foster teamwork and accomplish common goals</li> <li>2.2 Include and encourage all team members to contribute and leverage their own unique skills and abilities</li> </ul>
<b>BC3 Critical and Reflective Thinking</b> Graduates will demonstrate the ability to identify a business problem, isolate its key components, analyze and assess the salient issues, set appropriate criteria for decision making, and draw appropriate conclusions and implications for proposed solutions.	<ul> <li>3.1 Identify the essential question, issue and/or problem.</li> <li>3.2 Gather relevant data to effectively address the question, issue, and/or problem.</li> <li>3.3 Recognize and evaluate assumptions, diverse points of view and ideas relevant to the question, issue, and/or problem.</li> <li>3.4 Develop informed alternative solutions and evaluate them using appropriate analytical techniques.</li> <li>3.5 Articulate implications and consequences that emerge from conclusions/solutions.</li> </ul>
<b>BC4 Communication Capabilities</b> Graduates are able to prepare and present well organized and effective reports on business issues using appropriate supportive technologies.	<ul> <li>4.1 Write well-organized and effective reports on business issues.</li> <li>4.2 Prepare and present oral reports on business issues in a well-organized and effective manner.</li> <li>4.3 Demonstrate professionalism when interacting with peers, faculty, and business professionals in formal and informal business settings.</li> <li>4.4 Demonstrate proficient and effective use of modern information and communication technologies for communicating and collaborating in organizational settings.</li> </ul>
<b>BC5 International Perspective</b> Graduates will develop an appreciation of the role and function of business in a complex world.	<ul> <li>5.1 Identify the key issues and challenges of doing business in international settings.</li> <li>5.2 Know when to adapt business decisions to different international settings.</li> </ul>
<b>BC6 Ethical Reasoning</b> Graduates will be capable of recognizing and resolving ethical issues that arise in business settings.	<ul> <li>6.1 Recognize the value of incorporating ethics into work-life decisions.</li> <li>6.2 Demonstrate the ability to recognize ethical issues associated with work and organizational decisions and actions, and to apply ethical principles to deal effectively with them.</li> <li>6.3 Demonstrate an understanding of the impacts of organizational culture, structure, and systems on ethical behaviour, and the ability to manage features of these organizational characteristics in order to promote ethical behaviour throughout the organization.</li> </ul>

# Appendix C – Additional Information

# **Course Sharing Websites**

Materials created for this course (including presentations and posted notes, labs, case studies, assignments and exams) remain the intellectual property of the author(s). They are intended for personal use and may not be reproduced or redistributed without prior written consent of the author(s).

# **Required calculator in BUSI course examinations**

If you are purchasing a calculator, we recommend any one of the following options: Texas Instruments BA II Plus (including Pro Model), Hewlett Packard HP 12C (including Platinum model), Staples Financial Calculator, Sharp EL-738C & Hewlett Packard HP 10bII. *However, for the purposes of this course, MS Excel and/or a phone calculator should be adequate.* 

# Group work

The Sprott School of Business encourages group assignments in the school for several reasons. They provide you with opportunities to develop and enhance interpersonal, communication, leadership, follower-ship and other group skills. Group assignments are also good for learning integrative skills for putting together a complex task. Your professor may assign one or more group tasks/assignments/projects in this course. Before embarking on a specific problem as a group, it is your responsibility to ensure that the problem is meant to be a group assignment and not an individual one.

### Letter Grades and Percentage Equivalents

In accordance with the Carleton University Undergraduate Calendar (p 34), the letter grades assigned in this course will have the following percentage equivalents:

A+ = 90-100	B+ = 77-79	C+ = 67-69	D+ = 57-59
A = 85-89	B = 73-76	C = 63-66	D = 53-56
A - = 80-84	B - = 70-72	C - = 60-62	D - = 50-52
F = Below 50			

Grades entered by Registrar: WDN = Withdrawn from the course DEF = Deferred

# Academic Regulations

University rules regarding registration, withdrawal, appealing marks, and most anything else you might need to know can be found on the university's website, here: <a href="http://calendar.carleton.ca/undergrad/regulations/academicregulationsoftheuniversity/">http://calendar.carleton.ca/undergrad/regulations/academicregulationsoftheuniversity/</a>

# **Requests for Academic Accommodation**

You may need special arrangements to meet your academic obligations during the term. For an accommodation request, the processes are as follows:

### Pregnancy Accommodation

Please contact your instructor with any requests for academic accommodation during the first two weeks of class, or as soon as possible after the need for accommodation is known to exist. For more details, visit the Equity Services website: <u>carleton.ca/equity/wp-content/uploads/Student-Guide-to-Academic-Accommodation.pdf</u>

### **Religious obligation**

Please contact your instructor with any requests for academic accommodation during the first two weeks of class, or as soon as possible after the need for accommodation is known to exist. For more details, visit the Equity Services website: <u>carleton.ca/equity/wp-content/uploads/Student-Guide-to-Academic-Accommodation.pdf</u>

### Academic Accommodations for Students with Disabilities

If you have a documented disability requiring academic accommodations in this course, please contact the Paul Menton Centre for Students with Disabilities (PMC) at 613-520-6608 or pmc@carleton.ca for a formal evaluation or contact your PMC coordinator to send your instructor your Letter of Accommodation at the beginning of the term. You must also contact the PMC no later than two weeks before the first in-class scheduled test or exam requiring accommodation (if applicable). After requesting accommodation from PMC, meet with your instructor as soon as possible to ensure accommodation arrangements are made. <u>carleton.ca/pmc</u>

### **Course-Specific Academic Accommodations**

Whether you have a need for a document accommodation or not, please do not hesitate to reach out to the instructor or your TA if you are having any difficulties accessing/reviewing course materials, engaging using the required on-line platform, or other such types of needs. We would be happy to discuss how we can support your success in the course.

### Survivors of Sexual Violence

As a community, Carleton University is committed to maintaining a positive learning, working and living environment where sexual violence will not be tolerated, and its survivors are supported through academic accommodations as per Carleton's Sexual Violence Policy. For more information about the services available at the university and to obtain information about sexual violence and/or support, visit: <u>carleton.ca/sexual-violence-support</u>

### Accommodation for Student Activities

Carleton University recognizes the substantial benefits, both to the individual student and for the university, that result from a student participating in activities beyond the classroom experience. Reasonable accommodation must be provided to students who compete or perform at the national or international level. Please contact your instructor with any requests for academic accommodation during the first two weeks of class, or as soon as possible after the need for accommodation is known to exist. https://carleton.ca/senate/wp-content/uploads/Accommodation-for-Student-Activities-1.pdf

For more information on academic accommodation, please contact the departmental administrator or visit: <u>students.carleton.ca/course-outline</u>

### Academic Integrity

Violations of academic integrity are a serious academic offence. Violations of academic integrity – presenting another's ideas, arguments, words or images as your own, using unauthorized material, misrepresentation, fabricating or misrepresenting research data, unauthorized co-operation or collaboration or completing work for another student – weaken the quality of the degree and will not be tolerated.

Process: If an alleged violation occurs, all relevant documentation will be forwarded to the Dean. If the allegation proves true, the penalties may include; a grade of Failure on the submitted work and/or course; academic probation; a refusal of permission to continue or to register in a specific degree program; suspension from full-time studies; suspension from all studies at Carleton; expulsion from Carleton, amongst others. For a first offence, at a minimum, the penalty assigned will normally be a zero on the submitted work and at least a minimum full grade reduction of the final course grade. For a second offence, at a minimum, the penalty assigned will normally lead to a suspension from studies.

Students are expected to familiarize themselves with and follow the Carleton University Student Academic Integrity Policy which is available, along with resources for compliance at: <u>https://carleton.ca/registrar/academic-integrity/</u>.

### **Sprott Student Services**

The Sprott Undergraduate Student Services Office offers program advising and overall student success support. Our team is available to discuss your academic goals and your program progression plans. We can also work with you to develop strategies for success, including study skills for Business. If you experience any difficulty this term or if you would like to access support, please contact our team at <u>bcom@sprott.carleton.ca</u> or at <u>bib@sprott.carleton.ca</u>.

### **Centre for Student Academic Support**

The Centre for Student Academic Support (CSAS) is a centralized collection of learning support services designed to help students achieve their goals and improve their learning both inside and outside the classroom. CSAS offers academic assistance with course content, academic writing and skills development. Visit CSAS on the 4th floor of MacOdrum Library or online at: <u>carleton.ca/csas</u>.

### Other Important Information:

- Students must always retain a copy of all work that is submitted (if applicable).
- All final grades are subject to the Dean's approval.
- For us to respond to your emails, we need to see your <u>full name, CU ID</u>, and the email must be written from your valid <u>CARLETON address</u>. Therefore, in order to respond to your inquiries, please send all email from your Carleton CMail account. If you do not have or have yet to activate this account, you may wish to do so by visiting <u>https://carleton.ca/its/get-started/new-students-2/</u>