



**Carleton**  
University

**Sprett**  
School of Business

**Carleton University  
BUSI1800 A/B/C  
Fall 2026  
Introduction to Business**

|                            |                                                                                                                                                                                     |
|----------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Professor:</b>          | Dr. Robert Helal                                                                                                                                                                    |
| <b>Email:</b>              | <a href="mailto:roberthelal@cunet.carleton.ca">roberthelal@cunet.carleton.ca</a>                                                                                                    |
| <b>Schedule:</b>           | Section A - Tues 9:35am -11:25am EST / In Person Lecture<br>Section B – Tues 11:35am -1:25pm EST/ In Person Lecture<br>Section C – Tues 6:05pm -7:55pm EST / Online Lecture         |
| <b>Tutorial Sessions:</b>  | See your course calendar                                                                                                                                                            |
| <b>Office Hours:</b>       | By appointment                                                                                                                                                                      |
| <b>Modality:</b>           | Section A, B In Person<br>Section C Online Lectures/In Person TA Sessions<br><b>NOTE:</b> The TAs sessions, the mid-term test and final examination are in person for all sections. |
| <b>Start of Lectures:</b>  | Lectures for all sections start <b>September 15, 2026</b>                                                                                                                           |
| <b>Start of Tutorials:</b> | TA sessions for all sections start <b>September 21, 2026</b>                                                                                                                        |

**BUSI1800 Introduction to Business [0.5 credit]**

**Introduction to Business**

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. Precludes additional credit for BIT 2001.

**Course Description**

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.

## **Course Learning Objectives:**

See Appendix B for the complete outline of learning outcomes required for the Bachelor of Commerce program. BUSI 1800 will cover the following objectives:

Introduction to contemporary businesses in a complex economy and their role in the society. The various functions that come together to define a business will be examined.

All forms of business communications emphasized. Lectures (typically) two hours per week as well as a one-hour tutorial.

- BC1 Business Knowledge 1.1 to 1.5
- BC2 Collaboration 2.1 to 2.2
- BC3 Critical Thinking 3.1 to 3.3
- BC4 Communications 4.1 to 4.4

## **Course Prerequisite**

None

## **Required Text and Other Readings**

*Textbook(s):* Contemporary Business, 5th Canadian Edition

Louis E. Boone, David L. Kurtz, Daniel Pfaltzgraf, Michael H. Khan, Brahm Canzer, Rosalie Harms, Peter M. Moreira ISBN: 978-1-394-32849-9

October 2025 656 Pages

Publisher: [www.wiley.ca](http://www.wiley.ca)

## **Required Registration Praxar Business Simulation (Kayak)**

This semester will include a group business simulation using the Praxar business simulation online system. All students will be required to register for the business simulation to participate in this group assignment. Instructions will be provided on registering and working with the Praxar business simulation.

### *In Class/Assignment Articles:*

Throughout the semester, we will cover current events for assignments and class discussions. As required, article links will be provided to you through Brightspace.

### *Cases and Journal Articles:*

Many of the cases that will be discussed in class will come from the news. In those cases, links will be provided to you in advance.

Some case studies for this semester may be drawn from the HBR and Ivey collections. Cases may be procured directly from Ivey Publishing (<https://www.iveycases.com/>) or Harvard Business Publishing (<http://hbr.org/case-studies>).

**NOTE: Do not purchase cases in advance of them being confirmed either in the syllabus (below) or in class/on Brightspace.**

**Required Technology:**

This course will be offered live, in-person (sections A/B) and virtual (section C). Students will require access to the following 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 Powerpoint.
- Access to Internet in order to join various course activities online as needed via Teams and Zoom, and Praxar business simulation.
- Access to a reliable and functioning web cam (or one built into your computer/laptop); and
- Ability to record a video of yourself independently and/or for a group presentation.

It is each student's responsibility to ensure these minimum requirements are in place throughout the semester. Failure to secure these requirements will not be accepted as an excuse for not fulfilling course requirements.

**Modes of Engagement:**

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

- Live teaching and in some instances pre-recorded lectures
- TA sessions in-person (for all sections) including breakout sessions for small group discussions
- Group presentation(s) in person and on video
- Written assignments (individual and group)
- Pre-recorded course material

**Weekly Tutorials:** (Tutorials will start **the week of September 15.**)

Students are required to attend and participate in a one-hour tutorial affiliated with the course. This tutorial will be facilitated by an assigned Teaching Assistant (TA). Your TA will lead weekly sessions with a focused on supplementing your readings, class topics and group work. Weekly sessions will include:

- group work and presentations (scenarios and Praxar business simulation) building on course content
- addressing questions about course content from students, and grading of assignments
- work together in your assigned groups as outlined in schedule
- supplemental course information
- review of case writing topics and skills

**TA sessions and Classrooms:** Please confirm with your course calendar online at the Carleton University website to verify your classroom and time.

## **Drop Course Policy**

The deadline for academic withdrawal is the last day of classes (each term).

## **Grading Scheme**

### Individual:

- |                                                   |     |
|---------------------------------------------------|-----|
| • Individual Assignment – Newsbytes (best 2 of 3) | 10% |
| • Mid-Term Exam                                   | 20% |
| • Final Exam                                      | 30% |

### Group Project:

- |                                                                      |     |
|----------------------------------------------------------------------|-----|
| • Group Assignment – Business Simulation Team Charter                | 5%  |
| • Group Assignment – Business Simulation                             | 20% |
| • Group Assignment – Business Simulation Reflection and Presentation | 5%  |
| • Peer Evaluation                                                    | +/- |

### Class Participation

10%

- Assessed through TA session workshop exercises, participation and preparation for sessions, verbal contributions, class-related discussions

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**TOTAL**

**100%**

*\*\*\* Requirements for each deliverable will be posted on Brightspace and discussed in class.*

|                                                                                                                                                                                                                                                  |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>While group discussion is encouraged for many aspects of this course, the individual assignment are individual deliverables to be completed on your own.<br/>Group discussion or any collaboration is not permitted on these assignments.</p> |
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## **Important Note on Grade Timing:**

In BUSI1800, the course is designed so that a substantial portion of your final grade is earned in the second half of the term. While weekly TA session exercises help build your foundation early on, key assessments—including the midterm (after the study break), the group business simulation, and the final exam—carry the most weight. As a result, early grades may not fully reflect your performance in the course. Staying engaged throughout the semester and planning ahead will be important for your success.

## **Criteria for Evaluation and Grading**

**Submissions:** Except where otherwise requested, all submissions for this course are electronic, in PDF form, submitted to Brightspace by stated deadlines.

**Grading:** Each component of a student's grade will be calculated as described for each assessment method on the course Brightspace page. Where applicable an assignment rubric will be provided. A student's final course grade will be a weighted average of each of these components.

**Late Penalties:** All assignments are to be submitted by the due date on Brightspace.  
Late submissions will not be accepted.

It is your responsibility to ensure that you have submitted your assignment on Brightspace prior to the deadline. **Submissions sent via e-mail will not be accepted.**

## **Semester Deliverables**

### **Mid-Term Test and Final Exam**

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The semester will include a mid-term test and a final exam.

#### **Mid-Term Test:**

A mid-term test will be held covering content up to the Fall break. The exam date and details to help preparation for the mid-term exam will be covered in the weeks prior to the test.

*The mid-term examination will be in-person and **e-proctored\*** for all sections.*

The mid-term will be held at a time and **place outside of regular class time** which will include all BUSI1800 sections (A/B/C). The place and time will be confirmed and provided prior to the exam week.

**Optional:** While it is recommended that you complete it, **the mid-term test is optional**. If you choose to write it, your mid-term grade will only count in the calculation of your final course grade if it increases your grade. If you choose (or cannot) write the midterm, your final exam will be worth 50% of your grade.

**Deferred Mid-Term Test:** There will be no deferred mid-term exam. In the event that a student does not write the mid-term test, the weight of the mid-term exam will be applied to the final exam.

**Exam Grading Scenarios:** Your best performance across the mid-term and final exams will be applied to your final grade. Therefore, it is highly encouraged for you to write both term tests.

- *If mid-term test grade is higher than final exam grade:* weighting is mid-term exam 20%, final exam 30%
- *If mid-term exam grade is lower than final exam grade:* weighting is mid-term exam 0%, final exam 50%
- *If mid-term exam grade is not written:* weighting is mid-term exam 0%, final exam 50%

**Final Exam:** A final exam will be held in the final exam period. The final exam will cover content from the entire semester. Details to help preparation for the final exam will be covered in the weeks prior to the exam. The final examination will cover the whole course.

*The final examination will be in-person and e-proctored\* for all sections.*

The final exam will be held during the regular final exam period. Details of the time and place of the final exam will be provided as part of the University's final exam schedule.

**e-Proctoring:** Please note that tests and examinations in this course will use a remote proctoring service provided by Scheduling and Examination Services. You can find more information at <https://carleton.ca/ses/e-proctoring/>.

### **Individual Assignment: Newsbyte Reflections**

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During the semester, each student will be expected to submit brief write-ups on business issues in the news, in the form of "newsbytes." These newsbytes provide a valuable opportunity to identify and examine business issues in current events.

Each student will be required to submit **three newsbytes during the semester**. There will be three designated weeks for newsbyte submissions. **Late submissions will not be accepted.** The **two best newsbytes** will contribute to your course grade.

#### **What are Newsbytes?**

Students will be required to find a recent business article or story (less than 3 months old) related to a business topic in a newspaper, business magazine, or business-related website. They will then produce a full one to two-page typewritten summary that illustrates a topic of interest in the course. All submissions must be submitted to Brightspace before the start of each class.

#### **Use the Newsbyte Template:**

The newsbyte guidelines and template will be posted on Brightspace.

- All submitted newsbytes must use the template as provided on Brightspace
- On Brightspace, all newsbytes must be submitted as PDFs
- Only electronic submissions are required in class for newsbytes

#### **Presenting Newsbytes:**

If time permits, some students may be asked to present their newbytes in TA sessions. Newbytes are intended to stimulate class participation, and if you're asked to present, you will receive an email before class asking you to prepare a brief presentation. You will be provided guidance on where to focus your presentation.

## Group Assignment – Business Simulation

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You will engage with a hands-on business virtual simulation (Kayak by Praxar) with a team to apply knowledge and skills learned from course content.

During the team simulation weeks, you will enter the live simulation and work with members of your team to discuss business issues and make relevant decisions. In each round of the simulation, you are to take on a different functional role in the business to gain exposure to the different specialized areas within an organization. At the beginning of the term, teams will be formed (4-5 students per team) in TA sessions – this will be your team for group work during the semester.

Note: this simulation is a group activity and you are expected to attend each simulation round to contribute to your and your peers' advancement in the course

### A. Group Assignment – Business Simulation: Team Charter

As a foundational deliverable for the Business Simulation, your team will complete a **Team Charter** that outlines your shared goals, communication norms, individual responsibilities, and expectations for collaboration throughout the simulation.

Detailed requirements for the Team Charter will be provided on Brightspace and must be followed closely. This Charter will serve as your team's working agreement as you participate in the virtual business simulation, where each team member will rotate through functional roles—such as marketing, operations, finance, and strategy—to gain exposure to core areas of business decision-making.

**Teams of 4 - 5 students will be formed early in the term.** The completed Team Charter must be submitted as a PDF on Brightspace by the specified deadline. As this is a group activity, active participation in each simulation round is required to support your learning and contribute to your team's overall success.

### B. Group Assignment - Praxar Business Simulation

During the term, you will participate in a team-based business simulation using the **Kayak platform by Praxar**. This interactive simulation provides a hands-on opportunity to apply concepts from the course in a dynamic, decision-making environment. Working in your teams formed at the start of the term, you will manage a virtual company and make strategic decisions across multiple functional areas—including marketing, operations, finance, and supply chain. Each simulation round presents new challenges and opportunities, requiring collaboration, analysis, and adaptation. Team members will rotate roles each round to gain cross-functional experience. All team communication and coordination will take place through your Teams Channel. Active participation in each round is mandatory, as this assignment is a core component of the course. **Simulation performance, participation, and collaborative contributions will form part of your overall group grade.**

## C. Group Assignment - Business Simulation Reflection and Presentation

Following the completion of the Business Simulation, each team will prepare a project reflection that integrates both group and individual perspectives on the experience. This reflection will critically assess the team's decision-making process, performance outcomes, and key learning takeaways from the simulation. Deliverables will include: (1) an in-person presentation of the reflection during scheduled TA sessions, (2) a written reflection report submitted for grading, and (3) a video-recorded version of the presentation. All components are mandatory, and the work should demonstrate thoughtful analysis, clear communication, and connections to course concepts.

### A) In Class Group Presentation

Group reflection reports (based on the business simulation) will be presented at the end of the semester in your TA sessions (see detailed course schedule). Further details on presentation dates and order will be discussed in TA sessions.

#### *Policy for Group Presentations:*

**Mandatory Attendance:** Attendance during presentation weeks is mandatory for all students. Absence from any of the presentation weeks will result in a deduction from your overall participation grade for the course.

**Participation:** All group members must participate in their team presentations. Any student unable to do so because of illness or other circumstances beyond their control must **contact their TA via email prior to the start of the TA class** for which the presentation is scheduled. Any student missing the presentation would not obtain any grades for that portion of the group work. The other group members must make the entire presentation as scheduled.

### B) Group Presentations Video

Each group will also be required to submit a video recording of their final presentation following the guidelines to be provided on Brightspace. This is designed as a formal presentation of your group assignment and reflections on learnings. This assignment will help teams in skills useful in today's business environment. Guidance on how to approach this part of the group assignment will be discussion in class and in your TA sessions.

## Group Project: Forming Groups

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**Group size:** Students will be required to form groups this semester for the group project. Depending on class size, groups will include 4 to 5 students. Exceptions may be permitted whereby for instance, a student without a group may be assigned to a group or a student may be asked to switch groups, all at the professor's discretion. These groups will collectively carryout group assignments with the major deliverable being the group business simulation (charter, simulation exercise, project reflection and presentations).

***Your TA will have final decision on team size and membership.***

**Forming groups:** Students are responsible for selecting their group partners and a group lead. The group is expected to *self-govern* to ensure the quality of all deliverables, independently resolving any conflicts within the group. It is strongly recommended that students seek diversified and complementary skill sets in their prospective group partners, ideally students from different academic concentrations and backgrounds.

The group project provides students with opportunities to develop and enhance interpersonal, communication, leadership, followership and other group skills.

**Peer evaluation:** Students are particularly encouraged to maintain evidence of their contribution to the group performance, including estimated time. The keeping of a group log of meetings, commitments, decisions, etc. is also a valuable organizational tool. It is in each group member's best interest to ensure an equitable sharing of the work.

A peer evaluation for the final project report will be required from all students and will be taken very seriously in assigning grades. **For instance, up to 10% may be deducted from a student's final grade on the assignment if he or she received a poor peer evaluation from most members in the group** (e.g., did not attend team meetings, did not contribute significantly to the project).

## Contribution to TA Session/Class Discussion

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Students are encouraged to actively participate in all classes and TA sessions by being adequately prepared (i.e., having attentively read and reflected on the text chapters and any other assigned readings/cases). Regular attendance, participation and contribution from all class members is expected and essential for effective discussion. It is student **contribution to peer learning that constitutes a contribution**, including encouraging colleagues, building on earlier comments without repeating, listening attentively to speakers and being respectful of differences of opinion.

While attendance is a pre-requisite to participation, it is the quality, not the quantity, of remarks that earns the grades. Meaningful contribution requires that you teach your peers something useful that might otherwise have gone unnoticed.

It is also recognized that on some days there may be insufficient time for TAs to call upon each student who wishes to speak. Any such demonstration of desire to participate will also be considered in the overall assessment of class contribution.

Class discussions will include a combination of business case exercises, current events, presentation of individual work and group project learnings. For example, a group may be asked to present a short summation of the case situation, provide the highlights of their analysis, debate from the perspective of various stakeholders, etc.

#### *Video Recording of Presentations:*

As part of the Assurance of Learning process of AACSB accreditation, the School may periodically evaluate, among other things, presentation skills. Accordingly, student group presentations may be recorded to provide material for such assessment; however, this has no impact at all on the course grade.

### **Missed Course Deliverables**

#### **Late Assignments Are Not Accepted:**

All assignments are due by the deadline provided. Late assignments will not be accepted. No exceptions will be made.

#### **Missed Assignments and Deferred Examination:**

In cases where students are not able to meet a course requirement (i.e., contribute to a group project, submit an individual assignment) due to a certified illness, these situations will be addressed following university guidelines. In all such cases, students will be required to provide an official medical certificate/documentation at least two weeks before the end of the semester.

#### **Deferred Final Assignment:**

Students unable to complete the final project due to illness or other circumstances beyond their control must contact their section TA and myself in writing to request a deferral. Permission may be granted if the absence is supported by a medical certificate and or appropriate document(s) to support the reason for the deferral.

#### **Contribution to Program Learning Goals:**

See Appendix B for details the learning objectives that will be the focus on learnings in this course.

### Example of Declaration of Academic Integrity

## **BUSI1800 Introduction to Business: Declaration of Academic Integrity (Group) Group Project**

Team Name: \_\_\_\_\_ Course # and Section: \_\_\_\_\_ TA Session #: \_\_\_\_\_

The University Senate defines plagiarism in the regulations on instructional offenses as: “to use and pass off as one’s own idea or product work of another without expressly giving credit to another.”

I/we declare that the work submitted herewith is my/our work. All sources have been referenced in the footnotes and listed in the bibliography. This work has not been shared with anyone outside this group. This work is the intellectual property of each of the group members and will be returned to any one of the group members to be shared with the other group members.

| Student Number | Student Name | Signature of Student<br>(Everyone must sign to receive a grade) |
|----------------|--------------|-----------------------------------------------------------------|
|                |              |                                                                 |
|                |              |                                                                 |
|                |              |                                                                 |
|                |              |                                                                 |
|                |              |                                                                 |

Date Submitted: \_\_\_\_\_

*Instructional offence cases must be communicated to the Associate Dean, Student Success and Recruitment, Undergraduate Programs; individual solutions are not permitted.*

**Appendix A – Detailed Course Schedule**  
**BUSI1800 (Fall 2026) - INTRODUCTION TO BUSINESS**  
**CLASS SCHEDULE – SECTIONS A/B/C**

2026/27 dates and deadlines <https://calendar.carleton.ca/academicyear/#fall2025>

| Week | Week Of<br>(Sect A/B/C) | Topics                                                                                                  | Class<br>Preparation                                  | In-Person Tutorial<br>All Sections                    | Due This Week                                                                                                                                                                           |
|------|-------------------------|---------------------------------------------------------------------------------------------------------|-------------------------------------------------------|-------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1    | Sept 15                 | Course Introduction / Creating Value,<br>Responsible Business, Critical Thinking                        |                                                       | -----                                                 |                                                                                                                                                                                         |
| 2    | Sept 22                 | The Business System<br>Analyzing Business Problems<br>Guest Speaker – Associate Dean Renfro             | <i>Case Anatomy<br/>Handbook<br/>(on Brightspace)</i> | <b>Note: Tutorials Begin</b><br>Scenario Topic (W2)   | <ul style="list-style-type: none"> <li>Review Praxar student package and register for the simulation (see Brightspace).</li> </ul>                                                      |
| 3    | Sept 29                 | The Business Environment<br>Guest Speaker – Praxar Simulation (Kayak)                                   | <i>Chapters 1, 2</i>                                  | Scenario Topic (W3)                                   | <ul style="list-style-type: none"> <li>Group Team Charter Due</li> </ul>                                                                                                                |
| 4    | Oct 6                   | The Business Enterprise<br>Business Research<br>Guest Speaker - MacOdrum Library (tbc)                  | <i>Chapters 3, 4</i>                                  | Scenario Topic (W4)                                   | <ul style="list-style-type: none"> <li>Newsbyte 1 Due</li> </ul>                                                                                                                        |
| 5    | Oct 13                  | Managing to Outcomes: Accounting and Finance                                                            | <i>Chapters 16, 18</i>                                | Scenario Topic (W5)<br>Complete Simulation Round      | <ul style="list-style-type: none"> <li>Kayak Simulation Round 0 (Team Practice)</li> </ul>                                                                                              |
| 6    | Oct 20                  | Small Business and Entrepreneurship<br>VIDEO LECTURE (No in person/OL course)                           | <i>Chapter 5, 6</i>                                   | Review Session                                        | <ul style="list-style-type: none"> <li>Kayak Simulation Round 1</li> </ul>                                                                                                              |
|      | Oct 26-30               | No Classes or Tutorials                                                                                 |                                                       |                                                       |                                                                                                                                                                                         |
| 7    | Nov 3                   | Creating Value:<br>Market-Driven Organizations<br><br>The Communication Model                           | <i>Chapter 12<br/><br/>Lecture Slides</i>             | Scenario Topic (W7)                                   | <ul style="list-style-type: none"> <li><b>Mid-Term Exam eProctored, In Person, All Sections (time/location tbc; outside of class time)</b></li> <li>Kayak Simulation Round 2</li> </ul> |
| 8    | Nov 10                  | Marketing Strategy: Products, Channels                                                                  | <i>Chapter 10, 13</i>                                 | Scenario Topic (W8)                                   | <ul style="list-style-type: none"> <li>Newsbyte 2</li> <li>Due Kayak Simulation Round 3</li> </ul>                                                                                      |
| 9    | Nov 17                  | Marketing Strategy: Pricing, Promotion                                                                  | <i>Chapter 14</i>                                     | Scenario Topic (W9)                                   | <ul style="list-style-type: none"> <li>Kayak Simulation Round 4</li> </ul>                                                                                                              |
| 10   | Nov 24                  | Managing the Business: Leadership, Management, and the Right People                                     | <i>Chapter 7, 8, 9</i>                                | Scenario Topic (W10)                                  | <ul style="list-style-type: none"> <li>Kayak Simulation Round 5 (Final)</li> <li>Newsbyte 3 Due</li> </ul>                                                                              |
| 11   | Dec 1                   | Managing the Business: Leadership, Management, and the Right People (cont'd)<br><br>Business Technology | <i>Chapter 7, 8, 9<br/>Chapter 11</i>                 | Kayak Simulation<br>Group Presentations               |                                                                                                                                                                                         |
| 12   | Dec 8<br>Last Day       | Bringing It All Together:<br>The Business System View                                                   | <i>Lecture Slides</i>                                 | Kayak Simulation Group<br>Presentations Course Review |                                                                                                                                                                                         |
|      | Dec 13                  | Final Group Submissions                                                                                 |                                                       |                                                       | <ul style="list-style-type: none"> <li>Submit Group Reflection</li> <li>Submit Group Video</li> </ul>                                                                                   |
|      |                         |                                                                                                         |                                                       |                                                       | <b>Final Exam eProctored, In Person, All Sections</b>                                                                                                                                   |

\* **Speakers, Schedule and Readings:** This semester will include guest speakers, and additional readings on a particular topic may occasionally be assigned. While every attempt will be made to keep to the schedule listed above, unforeseen circumstances and availability of guest speaker(s) may necessitate modifications throughout the semester (including assignments, readings and topics). I will keep you informed of changes via Brightspace.

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

| Goal                                                                                                                                                                                                    | Learning Objectives                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Competencies Not Covered | Competencies Introduced (only) | Competencies Taught but Not Assessed | Competencies Taught and Assessed |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|--------------------------------|--------------------------------------|----------------------------------|
| BC1 Knowledge<br>Graduates will be skilled in applying foundational business knowledge to appropriate business contexts.                                                                                | <p>1.1 Graduates will interpret and critique quantitative and qualitative data to draw conclusions through a summary of findings.</p> <p>1.2 Graduates will demonstrate knowledge of equity, diversity and inclusion practices within the context of the globalized business environment.</p> <p>1.3 Graduates will use financial information, models and datasets to make decisions.</p> <p>1.4 Graduates will demonstrate how to apply business theories, concepts and tools to support organizational decision making.</p> <p>1.5 Graduates will demonstrate how to identify and apply appropriate technologies to address business issues.</p>                |                          | X                              | X                                    | X                                |
| BC2 Collaboration<br>Graduates will be collaborative and effective contributors in team environments that respect the experience, expertise and interest of all members.                                | <p>2.1 Graduates will demonstrate an understanding of the characteristics of collaborative leadership.</p> <p>2.2 Graduates will demonstrate the ability to work effectively in teams.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                          | X                              |                                      | X                                |
| BC3 Critical Thinking<br>Graduates will be discerning critical thinkers, able to discuss different viewpoints, challenge biases and assumptions, and draw conclusions based on analysis and evaluation. | <p>3.1 Graduates will make decisions by gathering, interpreting and applying information from a variety of sources to address complex business issues.</p> <p>3.2 Graduates will identify ethical issues and apply ethical principles in addressing complex business issues.</p> <p>3.3 Graduates will apply principles of sustainability when developing new ideas or addressing business issues.</p>                                                                                                                                                                                                                                                            |                          |                                | X                                    | X                                |
| BC4 Communication<br>Graduates will be effective and persuasive in their communications.                                                                                                                | <p>4.1 Graduates will communicate effectively on business topics through oral presentations that provide a clear, rational and persuasive course of action.</p> <p>4.2 Graduates will communicate effectively on business topics through written reports that provide a clear, rational and persuasive course of action.</p> <p>4.3 Graduates will communicate effectively on business topics through digital channels and platforms that provide a clear, rational and persuasive course of action.</p> <p>4.4. Graduates will demonstrate an understanding of the process of planning, managing and undertaking a business project in their communications.</p> |                          | X                              |                                      | X                                |

## 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).

### Recommended Calculator for 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

### Group Work:

The Sprott School of Business encourages group assignments. They provide you with opportunities to develop and enhance interpersonal, communication, leadership, followership and other group skills. Group assignments are also an effective way to learn integrative skills for putting together a complex task. Your professor may assign one or more group tasks, assignments, or 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.

#### Peer Evaluation for Group Work

To deter social loafing and ensure fairness in grading, you will be asked to assess the contribution of your fellow group members. This information will be used when assigning the grade for the final project. The procedure is as follows: Each student should take 100 points and allocate those points to the various members of the group (including him/her/themself) to reflect the contributions made by each member. For instance, if there are four members in a group and everyone contributed equally, each individual would receive 25 points. Conversely, if an individual contributed relatively little, the remaining group members might allocate few points to that member. To ensure that these peer evaluation scores are reasonable and free from personal bias, you will be asked to provide a detailed written explanation for your point allocation.

**Letter Grades:**

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  | F = Below 50 |
| A = 85-89   | B = 73-76   | C = 63-66   | D = 53-56   |              |
| A - = 80-84 | B - = 70-72 | C - = 60-62 | D - = 50-52 |              |

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:

<http://calendar.carleton.ca/undergrad/regulations/academicregulationsoftheuniversity/>

**Requests for Academic Accommodation:**

Carleton is committed to providing academic accessibility for all individuals. You may need special arrangements to meet your academic obligations during the term. The accommodation request processes, including information about the *Academic Consideration Policy for Students in Medical and Other Extenuating Circumstances*, are outlined on the Academic Accommodations website ([students.carleton.ca/course-outline](http://students.carleton.ca/course-outline)).

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

- **Pregnancy**

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:

<https://carleton.ca/equity/wp-content/uploads/Student-Guide-to-Academic-Accommodation.pdf>

- **Religious Obligations**

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:

<https://carleton.ca/equity/wp-content/uploads/Student-Guide-to-Academic-Accommodation.pdf>

- **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](mailto: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. <https://carleton.ca/pmc/>

- **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: <https://carleton.ca/sexual-violence-support/>

- **Student Activities**

Carleton University recognizes the substantial benefits, to both the individual student and the university, that result from participating in activities beyond the classroom experience. Reasonable accommodation will 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: <https://students.carleton.ca/course-outline/>

**Academic Integrity:**

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—are a serious academic offence, weaken the quality of the degree, and will not be tolerated. 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. 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: <https://carleton.ca/registrar/academic-integrity/>

**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: <https://carleton.ca/csas/>

**Other Important Information:**

- Students must always retain a hard copy of all work that is submitted.
- All final grades are subject to the Dean's approval.
- For us to respond to your emails, we need to see your full name, CU ID, and the email must be written from your valid CARLETON address. 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 can do so by visiting <https://carleton.ca/its/get-started/new-students-2/>

**Additional Guidance on Citations/Bibliography:*****Bibliography:***

It is important that you follow a recognized style to present a comprehensive bibliography that ensures an integrated alphabetical order and recognizes multiple citations to same year documents from a common source.

Be consistent when ordering your citation sources so that like items are grouped together. For example, Natural Resources Canada may also be referred to as NRC (both of which are acceptable), however in ordering citations from multiple NRC documents select one format and list consecutively by date (from oldest to most recent).

Guidance provided by the Academy of Management in its Style Guide may be found at: <http://aom.org/uploadedFiles/Publications/AMR/AMRstyleguide.pdf> (disregard the *in-text*, *in-parenthesis* identification, as the required use of footnotes replaces this format).

**Footnotes:** Every source for citations, statistics, tables, etc. should be sequentially referenced to a footnote at the bottom of the page. Full information should be provided to allow a reader to know exactly where you obtained the data, remembering that direct quotations require the specifics of page number. When a subsequent citation is made to the exact same one that proceeds you may identify it as *ibid* (for more details see

<https://www-chicagomanualofstyle-org.proxy.library.carleton.ca/home.html>