

# Bachelor of Commerce [20.0 credits]

## Management Concentration

Total [20.0 credits]

- Major [13.5 credits]
  - Electives [6.5 credits]
- Concentration [4.0 credits]

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

PLEASE ENSURE YOU MEET ALL COURSE PREREQUISITES BEFORE ATTEMPTING REGISTRATION. PREREQUISITES CAN BE FOUND AT <http://calendar.carleton.ca/undergrad/courses/BUSI/>

### Effective Fall 2016

Students admitted BEFORE fall 2016 should refer to the program requirements as listed on your degree audit. Your audit can be accessed through Carleton Central.

### Year 1 [5.0 credits]

Major Course(s):

BUSI 1004 - Financial Accounting (fall)  
BUSI 1005 - Managerial Accounting (winter)  
BUSI 1402 - Intro to Business Information & Communications Technologies  
BUSI 1800 - Introduction to Business

ECON 1000 - Introduction to Economics  
PSYC 1002 - Introduction to Psychology (Business only section)  
SOC1 1005 - Sociology for Bachelor of Commerce Students  
MATH 1009 - Calculus  
MATH 1119 - Linear Algebra

**Please Note:** By year 3, students in Commerce must have completed BUSI 1402 & BUSI 1800. Students will be unable to access year 3 courses in Commerce until these courses are completed.

### Year 2 [5.0 credits - 5.0 Major]

Major Course(s):

BUSI 2101 - Organizational Behaviour  
BUSI 2208 - Introduction to Marketing  
BUSI 2301 - Introduction to Operations Management  
BUSI 2400 - Foundations of Information Systems  
BUSI 2504 - Business Finance 1  
BUSI 2601 - Business Law  
BUSI 2701 - Fundamentals of International Business

ECON 2009 - Managerial Economics  
STAT 2606 - Business Statistics 1 (fall)  
STAT 2607 - Business Statistics 2 (winter)

### Management Electives [1.5 credits]

BUSI 3117 (W) - Developing Creative Thinking  
BUSI 3119 (W) - Business and Environmental Sustainability  
BUSI 4104 (W) - Strategic Human Resources Management  
BUSI 4108 (W) - Organizational Learning  
BUSI 4111 (F&W) - Training and Development (full year, 1.0 credit)  
BUSI 4129 (F) - Managing the Arts

**Most elective courses are offered in Winter term. Please plan third and fourth year accordingly.**

[3.0 credits] from the concentration will count towards your Electives. [3.5 credits] will be considered open Electives and can be completed by taking courses from any faculty including business.

**Please note:** Required major courses are generally offered in the fall/winter. concentration courses have limited offerings in the summer term.

If you are considering a concentration, you should declare by the end of year 2. Adding a concentration after year 2 may delay graduation. For double concentrations [6.0 credits] must be completed with a minimum overall CGPA of 8.0.

Should you need to alter your winter Registration based on fall semester results, please consult a BCom advisor in the Sprott School of Business. [ugadvisor@sprott.carleton.ca](mailto:ugadvisor@sprott.carleton.ca)

### Year 3 [5.0 credits - 1.5 Major - 1.5 Concentration - 2.0 Electives]

Major Course(s):

BUSI 3102 - Introduction to Human Resources  
BUSI 3103 - Introduction to Organizational Theory  
BUSI 3309 - Project Management

#### Management Concentration "Required" Courses:

BUSI 3104 - Managing Individual Performance  
BUSI 3105 - Managing and Motivating Teams  
BUSI 3106 - Managing Conflict and Negotiation

2.0 credits in electives - **concentration elective courses** or open electives

### Year 4 [5.0 credits - 2.0 Major - 2.5 Concentration - 0.5 Electives]

Major Course(s):

BUSI 4601 - Business Ethics (must be completed at Carleton)  
BUSI 4609 - Strategic Management (must be completed at Carleton)  
1.0 credits at the 4000-level in Business  
(4000-level BUSI Concentration courses can be used to satisfy this requirement)

#### Management Concentration "Required" Courses:

BUSI 4105 - Managing Change  
BUSI 4112 - Organizational Leadership

1.5 credits in electives - **final concentration elective courses** and/or open electives

