

# BUSINESS AND ADMINISTRATION (BUS)

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<http://busandadmin.uwinnipeg.ca>

## DEGREES/PROGRAMS OFFERED

**3- Year BBA**

**4- Year BBA**

**4- Year BBA – Economics and Finance – refer to the “Economics and Finance” section of the Academic Calendar**

**Joint Program with Red River College**

**Master in Management – See the *Graduate Studies Academic Calendar*.**

**Science with a Business Stream - refer to the “Science with a Business Stream” section of the Academic Calendar and specific Science Departments’ calendar entries, as appropriate.**

## INTRODUCTION

The Bachelor of Business Administration degree offered through the Department of Business and Administration is designed for students who wish to pursue a career in business, or in the public, non-profit, or co-operative enterprise sectors. Our aim is to graduate socially and ethically responsible students capable of succeeding in a rapidly changing world.

The 3-year BBA is an excellent complement to a degree in another field, and is intended to be readily accessible as a part of a double degree program upon completion of additional coursework.

The 4-year BBA prepares students for managerial work and also for further study in business administration such as an MBA or other graduate degree program.

In addition to the above, the joint program with Red River College offers the opportunity to obtain both a Bachelor of Business Administration degree and a Business Administration Diploma in less time than it would normally take to obtain the two qualifications, by allowing credit for work completed at the alternate institution.

## REQUIREMENTS FOR A 3-YEAR BBA

<b>ADMISSION REQUIREMENT</b>	Admission to The University of Winnipeg with credit for Pre-calculus or Applied Mathematics 40S or equivalent
<b>GRADUATION REQUIREMENT</b>	90 credit hours
<b>RESIDENCE REQUIREMENT</b>	
Degree:	Minimum 30 credit hours
Major	Minimum 18 credit hours in BUS-#### courses
<b>GENERAL DEGREE REQUIREMENT</b>	
Humanities:	12 credit hours in Humanities
Science:	6 credit hours in Science
Writing:	Minimum 3 credit hours of Academic Writing
Indigenous:	3 credit hours in designated Indigenous requirement courses
Maximum Introductory Courses:	Students may use a maximum of 42 credit hours at the 1000 level. Of these, a maximum of 6 credit hours may be below the 1000 level. As a result, students must take a minimum of 48 credit hours at the 2000-level or above in order to not exceed the maximum number of introductory courses.
Distribution:	Minimum three (3) credit hours from each of five (5) different subjects.
<b>3-YEAR BBA REQUIREMENT</b>	42-45 credit hours
Required courses:	36 credit hours of core courses:
	<b>BUS-1201 (3)</b> Introduction to Business I
	<b>BUS-1202 (3)</b> Introduction to Business II
	<b>BUS-2002 (3)</b> Fundamentals of Financial Accounting
	<b>OR</b>
	<b>BUS-2010 (3)</b> Fundamentals of Financial Management and Administration

**BUS-2103 (3)** Fundamentals of Organizational Behaviour  
**BUS-2210 (3)** Fundamentals of Marketing  
**BUS-2440 (3)** Fundamentals of Human Resource Management  
**BUS-2501 (3)** Fundamentals of Operations Management  
**ACS-1803 (3)** Introduction to Information Systems  
**ECON-1102 (3)** Introduction to Economics: Micro  
**ECON-1103 (3)** Introduction to Economics: Macro  
  
**ECON-1201 (3)** Quantitative Methods for Economics and Business  
OR  
**MATH-1301 (3)** Applied Mathematics for Business and Administration  
  
**POL-2320 (3)** Government-Business Relations in Canada  
OR  
**ECON-3311 (3)** Government Policy Towards Business

**Corporate Social Responsibility Requirement:**

Select one of the following courses:  
**BUS-3110 (3)** Ethics in Management  
**BUS-3255 (3)** Social Enterprise: From Theory to Practice  
**IDS-3101 (3)** Development Ethics  
**PHIL-2201 (6)** Moral Philosophy  
**PHIL-2230 (3)** Moral Issues in Business  
**PHIL-2233 (3)** Environmental Ethics  
**CRS-3231 (3)** Ethics in Conflict Resolution

**Additional Business Requirement:** Minimum 9 credit hours of Business courses at the 3000 level or above (i.e., BUS-####).

**Overall BUS GPA Requirement:** Students must achieve an overall minimum GPA of 2.0 in business courses (BUS-####) completed and presented for their 3-year BBA degree in order to graduate with a 3-year BBA.

**Double Degree:** Full 3-year BBA degree requirements as above and specified number of credit hours in the other degree program.  
Courses eligible for both programs may be counted towards both degrees.  
Please note that additional credit hours will need to be completed to receive two degrees.

**Combined Major:** Minimum 48 credit hours from two (2) different majors with not less than 18 credit hours from each major subject. For the Business and Administration component, the following 18 credit hours are required at a minimum.

**Students will be granted one degree (e.g., BBA, BA, or BSc) that reflects the degree program in which the majority of credit hours have been completed.** The transcript will indicate the two departments that comprise the combined major.

**Prescribed Courses:** **BUS-1201 (3)** Introduction to Business I  
**BUS-1202 (3)** Introduction to Business II  
**BUS-2002 (3)** Fundamentals of Financial Accounting  
OR  
**BUS-2010 (3)** Fundamentals of Financial Management and Administration  
  
**BUS-2210 (3)** Fundamentals of Marketing  
**BUS-2440 (3)** Fundamentals of Human Resource Management  
OR  
**BUS-2103 (3)** Fundamentals of Organizational Behaviour  
**BUS-2501 (3)** Fundamentals of Operations Management

## REQUIREMENTS FOR A 4-YEAR BBA General Stream

<b>ADMISSION REQUIREMENT</b>	Admission to The University of Winnipeg with credit for Pre-calculus or Applied Mathematics 40S or equivalent
<b>GRADUATION REQUIREMENT</b>	120 credit hours
<b>RESIDENCE REQUIREMENT</b>	
Degree:	Minimum 60 credit hours
Major:	Minimum 30 credit hours in BUS-#### courses
<b>GENERAL DEGREE REQUIREMENT</b>	
Humanities:	12 credit hours in Humanities

Science: 6 credit hours in Science  
 Social Science: 12 credit hours in Social Science  
 Writing: Minimum 3 credit hours of Academic Writing  
 Indigenous: 3 credit hours in designated Indigenous requirement courses  
 Maximum Introductory Courses: Students may use a maximum of 42 credit hours at the 1000 level. Of these a maximum of 6 credit hours may be below the 1000 level. As a result, students must take a minimum of 78 credit hours at the 2000-level or above in order to not exceed the maximum number of introductory courses.  
 Distribution: Minimum three (3) credit hours from each of five (5) different subjects.

**4-YEAR BBA GENERAL STREAM REQUIREMENT** 60-63 credit hours

Required courses: 36 credit hours of core courses (21 credit hours in BUS-#### courses, 15 in cognates)

- BUS-1201 (3)** Introduction to Business I
- BUS-1202 (3)** Introduction to Business II
  
- BUS-2002 (3)** Fundamentals of Financial Accounting  
OR
- BUS-2010 (3)** Fundamentals of Financial Management and Administration
  
- BUS-2103 (3)** Fundamentals of Organizational Behaviour
- BUS-2210 (3)** Fundamentals of Marketing
- BUS-2440 (3)** Fundamentals of Human Resource Management
- BUS-2501 (3)** Fundamentals of Operations Management
- ACS-1803 (3)** Introduction to Information Systems
- ECON-1102 (3)** Introduction to Economics: Micro
- ECON-1103 (3)** Introduction to Economics: Macro
  
- ECON-1201 (3)** Quantitative Methods for Economics and Business  
OR
- MATH-1301 (3)** Applied Mathematics for Business and Administration
  
- POL-2320 (3)** Government-Business Relations in Canada  
OR
- ECON-3311 (3)** Government Policy Towards Business

Corporate Social Responsibility Requirement:

- Select one of the following courses:
- BUS-3110 (3) Ethics in Management
  - BUS-3255 (3) Social Enterprise: From Theory to Practice
  - IDS-3101 (3) Development Ethics
  - PHIL-2201 (6) Moral Philosophy
  - PHIL-2230 (3) Moral Issues in Business
  - PHIL-2233 (3) Environmental Ethics
  - CRS-3231 (3) Ethics in Conflict Resolution

Additional Business Requirements: 24 credit hours of additional Business and Administration courses (i.e., BUS-####) all of which must be at the 2000 level or above, including:  
 a minimum of 15 credit hours at the 3000 level or above  
 and of those, a minimum of 6 credit hours at the 4000 level are required.

BUS-3110 (3) or BUS-3255 (3) can be used towards fulfilling both the Corporate Social Responsibility and the Additional Business course Requirements

The former BUS-3440(3), BUS-3450(3), BUS-3460(3), BUS-3500(3), and BUS-3550(3) will be considered as BUS-4440(3), BUS-4450(3), BUS-4460(3), BUS-4500(3), and BUS-4555(3) respectively for the purpose of fulfilling the 4000 level credit hours requirement within the 4-Year BBA.

Maximum BUS Courses: Maximum 78 credit hours of Business and Administration courses (BUS-####) may be used towards the degree.

## REQUIREMENTS FOR A 4-YEAR BBA Concentration Stream

<b>ADMISSION REQUIREMENT</b>	Admission to The University of Winnipeg with credit for Pre-calculus or Applied Mathematics 40S or equivalent
<b>GRADUATION REQUIREMENT</b>	120 credit hours
<b>RESIDENCE REQUIREMENT</b>	
Degree:	Minimum 60 credit hours
Major:	Minimum 30 credit hours in BUS-#### courses
<b>GENERAL DEGREE REQUIREMENT</b>	
Humanities:	12 credit hours in Humanities
Science:	6 credit hours in Science
Social Science:	12 credit hours in Social Science
Writing:	Minimum 3 credit hours of Academic Writing
Indigenous:	3 credit hours in designated Indigenous requirement courses
Maximum Introductory Courses:	Students may use a maximum of 42 credit hours at the 1000 level. Of these a maximum of 6 credit hours may be below the 1000 level. As a result, students must take a minimum of 78 credit hours at the 2000-level or above in order to not exceed the maximum number of introductory courses.
Distribution:	Minimum three (3) credit hours from each of five (5) different subjects.

### 4-YEAR BBA WITH CONCENTRATION STREAM REQUIREMENT 69-72 credit hours

Required courses: 36 credit hours of core courses (21 credit hours in BUS-#### courses, 15 in cognates)

- BUS-1201 (3)** Introduction to Business I
- BUS-1202 (3)** Introduction to Business II
  
- BUS-2002 (3)** Fundamentals of Financial Accounting
- OR**
- BUS-2010 (3)** Fundamentals of Financial Management and Administration
  
- BUS-2103 (3)** Fundamentals of Organizational Behaviour
- BUS-2210 (3)** Fundamentals of Marketing
- BUS-2440 (3)** Fundamentals of Human Resource Management
- BUS-2501 (3)** Fundamentals of Operations Management
- ACS-1803 (3)** Introduction to Information Systems
- ECON-1102 (3)** Introduction to Economics: Micro
- ECON-1103 (3)** Introduction to Economics: Macro
  
- ECON-1201 (3)** Quantitative Methods for Economics and Business
- OR**
- MATH-1301 (3)** Applied Mathematics for Business and Administration
  
- POL-2320 (3)** Government-Business Relations in Canada
- OR**
- ECON-3311 (3)** Government Policy Towards Business

#### Corporate Social Responsibility Requirement:

- Select one of the following courses:
- BUS-3110 (3) Ethics in Management
  - BUS-3255 (3) Social Enterprise: From Theory to Practice
  - IDS-3101 (3) Development Ethics
  - PHIL-2201 (6) Moral Philosophy
  - PHIL-2230 (3) Moral Issues in Business
  - PHIL-2233 (3) Environmental Ethics
  - CRS-3231 (3) Ethics in Conflict Resolution

#### Concentration Area Requirements:

Minimum 12 credit hours in the chosen concentration;  
of which a minimum of 9 credit hours are Business and Administration courses (i.e., BUS-####)  
and of those, a minimum 3 BUS credit hours at the 4000 level are required

Please note that BUS-2002 (3) Fundamentals of Financial Accounting and BUS-2003 (3) Managerial Accounting are pre-requisites for advanced courses in the Accounting concentration. Students may declare up to two concentrations.

The same course cannot be used to fulfill the requirements of two concentrations, unique

courses in each concentration must be chosen.

Additional Business Requirements: Minimum 21 credit hours of Business and Administration courses (i.e., BUS-####) all of which must be at the 2000 level or above, in addition to those counted towards the specific concentration, including a minimum of 12 credit hours at the 3000 level or above

4000 Level Requirement: Minimum 6 credit hours of Business and Administration courses (i.e., BUS-4###, of which a minimum of 3 credit hours must be in the concentration.

For students completing a second concentration, they may simply subtract the credit hours in the second concentration from these 21 credit hours (i.e., they would be completing: 12 credit hours in the first concentration following the specifications noted in the Concentration Area Requirements above, 12 credit hours in the second concentration (also adhering to the same specifications as the first concentration) and 9 credit hours of additional Business and Administration courses, all of which must be at the 2000 level or above.)

BUS-3110 (3) or BUS-3255 (3) can be used towards fulfilling both the Corporate Social Responsibility and the Additional Business course Requirements

The former BUS-3440(3), BUS-3450(3), BUS-3460(3), BUS-3500(3), and BUS-3550(3) will be considered as BUS-4440(3), BUS-4450(3), BUS-4460(3), BUS-4500(3), and BUS-4555(3) respectively for the purpose of fulfilling the 4000 level credit hours requirement within the 4-Year BBA.

Maximum BUS Courses: Maximum 78 credit hours in Business and Administration courses (i.e. BUS-####) may be used towards the degree.

***See next page for Concentration Areas***

## CONCENTRATION AREAS

### Accounting

BUS-3003 (3) Cost Accounting  
BUS-3102 (3) Intermediate Accounting Assets  
BUS-3103 (3) Intermediate Accounting Equities  
BUS-3120 (3) Canadian Taxation  
BUS-4002 (3) Advanced Financial Accounting  
BUS-4005 (3) Accounting Theory & Contemporary Issues\*  
BUS-4555 (3) Auditing\*\*\*  
BUS-4920 (3) Business Strategy for Accountants

### Co-operative Enterprises

BUS-3300(3) Management of Co-operative Organizations\*\*  
BUS-3301(3) Co-operative Entrepreneurship\*\*  
BUS-3302(3) Co-operative and Credit Union Accounting and Performance Measures\*\*  
BUS-4301(3) Financing a Co-operative Business\*\*  
BUS-4606(3) Topics in Co-Operatives and Credit Unions\*\*

### Human Resource Management & Organizational Behaviour

BUS/WGS/POL-3321(3) Gender and Organizations  
BUS-3410 (3) Compensation and Benefits  
BUS-3420 (3) Recruitment and Selection  
BUS-4440 (3) Contemporary Human Resource Issues\*\*\*  
BUS-4450 (3) Motivation, Teams and Power in Organizations\*\*\*  
BUS-4460- (3) Leadership and Fairness in Complex Organizations\*, \*\*\*  
BUS-4604 (3) Topics in Human Resource Management and Organizational Behaviour\*  
CRS-3240 (3) Workplace Conflict Resolution\*  
CRS-3220 (3) Models for Conflict Transformation\*  
CRS-4240 (3) Workplace Dispute System Design\*  
PSYC-3450 (3) Organizational Leadership and Decision Making\*  
SOC-2204 (3) Occupations and Professions\*

### International Business

BUS-4220 (3) International Business  
BUS-4500 (3) International Management\*\*\*  
BUS-4602 (3) Topics in International Business\*  
BUS-4940 (3) Emerging Markets and Business Practices  
ECON-3301 (3) International Trade\*\*\*\*  
ECON-3302 (3) International Finance\*\*\*\*  
IDS/ANTH -3160 (3) Cultural Perspectives on Global Processes\*

### Marketing

BUS-3230 (3) Advertising  
BUS-3240 (3) Consumer Behaviour  
BUS-3260 (3) Retail Management  
BUS-3271 (3) Marketing Research  
BUS-4245 (3) Consumer Decision-Making: A Marketing Perspective  
BUS-4540 (3) International Marketing  
BUS-4603 (3) Topics in Marketing\*  
ACS-3907 (3) eCommerce\*

### Operations and Supply Chain Management

BUS-3502 (3) Applications of Decision Sciences to Business  
BUS-3510 (3) Supply Chain Management  
BUS-3520 (3) Quality Management\*  
BUS-3530 (3) Applied Operations Management\*  
BUS-4560 (3) Technology and Innovation Management\*  
BUS-4607 (3) Topics in Operations and Supply Chain Management\*

\* Courses may not be offered every academic year. Please consult with the relevant Department for planned course offerings.

\*\* Courses are planned to be offered only every second year and to alternate between those years.

\*\*\*The former BUS-3440(3), BUS-3450(3), BUS-3460(3), BUS-3500(3), and BUS-3550(3) will be considered as BUS-4440(3), BUS-4450(3), BUS-4460(3), BUS-4500(3), and BUS-4555(3) respectively for the purpose of fulfilling the 4000 level credit hours requirement within the 4-Year BBA.

\*\*\*\*These courses require ECON-2101 or ECON-2101 and ECON 2102 as prerequisites.

Note: Many courses require pre-requisites from outside the Business and Administration department. Please ensure that you meet the pre-requisite requirements for these courses in planning your degree.

Note: Please consult the department for other relevant courses.

## REQUIREMENTS FOR THE JOINT UNIVERSITY OF WINNIPEG/RED RIVER COLLEGE PROGRAM

In addition to the regular degree/programs offered, the University of Winnipeg and Red River College (RRC) have a co-operative agreement for a program of studies designed to afford students the opportunity to obtain both a degree (Bachelor of Business Administration) and a diploma (Business Administration Diploma) in less time than it would normally take to obtain the two qualifications, by allowing credit for work completed at the alternate institution. There are two options available.

Option A:

**3-year or 4-year BBA:** RRC Business Administration graduates may be eligible to receive transfer credits towards a degree at the University of Winnipeg. Upon admission to the University of Winnipeg, students' transcripts will be evaluated to determine specific credits eligible to be transferred from RRC. All students will be required to meet all University of Winnipeg degree requirements for their chosen degree, as indicated in the relevant Course Calendar.

Notes:

\*High School Requirement: Pre-Calculus Mathematics 40S or Applied Mathematics 40S or equivalent. Students with Consumer Mathematics must complete additional Mathematics coursework in their first-year of the program.

\* Three credit hours of Academic Writing is required if grade is less than 80% in English 40S (2 credits).

\*There is a maximum number of additional credit hours that can be taken at the 1000 level in a degree program.

\*Effective for new applicants for admission to the University of Winnipeg, having completed their programs at RRC from 2005/06 onward.

For complete details on transfer credits and requirements go to:

<http://www.uwinnipeg.ca/index/fac-bus-ec-areas-study>

Option B:

For University of Winnipeg BBA graduates to obtain the RRC Diploma, they must complete 50 to 75 credit hours at RRC to meet normal program requirements. The number of credit hours required will be dependent on the specific courses completed at the University of Winnipeg. Students interested in Option B are urged to consult with the Head of the Business Administration Program at RRC.

## GENERAL INFORMATION

### Course Selection

Students are advised to confirm Departmental offerings before planning their curriculum as certain courses may not be available in each term. Students are advised to ensure that currently listed courses do not duplicate material studied previously under different course numbers.

Students must meet Departmental prerequisites unless these are waived by the Chair of the Department concerned.

Students are encouraged to pursue courses in several discipline areas.

Students are advised to consult with the Chair or Faculty Advisor to ensure that they are correctly meeting departmental requirements.

## COURSE LISTINGS

Students are advised to use WebAdvisor or consult the appropriate Timetable on the website to find out which courses will be offered in an upcoming term.

**BUS-1201(3)** Introduction to Business I  
**BUS-1202(3)** Introduction to Business II  
**BUS-2002(3)** Fundamentals of Financial Accounting  
**BUS-2003(3)** Managerial Accounting  
**BUS-2010(3)** Fundamentals of Financial Management and Administration  
**BUS/IS/UIC-2030(3)** Management and Financial Administration for Community Leadership  
**BUS-2103(3)** Fundamentals of Organizational Behaviour  
**BUS-2210(3)** Fundamentals of Marketing  
**BUS-2300(3)** Fundamentals of Co-operatives  
**BUS-2440(3)** Fundamentals of Human Resource Management  
**BUS-2501(3)** Fundamentals of Operations Management  
**BUS-2755(3)** Business Planning Basics  
**BUS/ECON-2819(3)** Corporate Finance I  
**BUS/ECON-2820(3)** Corporate Finance II  
**BUS-3003(3)** Cost Accounting  
**BUS-3102(3)** Intermediate Accounting Assets  
**BUS-3103(3)** Intermediate Accounting Equities  
**BUS-3110(3)** Ethics in Management  
**BUS-3120(3)** Canadian Taxation  
**BUS/HIST-3135(6)** The Hudson's Bay Company and The Modern Department Store  
**BUS-3230(3)** Advertising  
**BUS-3240(3)** Consumer Behaviour  
**BUS-3250(3)** Not-For-Profit Management  
**BUS-3255(3)** Social Enterprise: From Theory to Practice  
**BUS-3260(3)** Retail Management  
**BUS-3271(3)** Marketing Research  
**BUS-3300(3)** Management of Co-operative Organizations  
**BUS-3301(3)** Co-operative Entrepreneurship  
**BUS-3302(3)** Co-operative and Credit Union Accounting and Performance Measures  
**BUS/ECON-3320(3)** Managerial Finance  
**BUS/POL/WGS-3321(3)** Gender and Organizations  
**BUS-3410(3)** Compensation and Benefits  
**BUS-3420(3)** Recruitment and Selection  
**BUS-3502(3)** Applications of Decision Sciences to Business  
**BUS-3510(3)** Supply Chain Management  
**BUS-3575(3)** Business Data Analytics  
**BUS-3600(3)** Public Sector Financial Management

**BUS-3660(3)** Commercial Law  
**BUS-3755(3)** Entrepreneurship and Small Business Management  
**BUS/ECON-3819(3)** Advanced Corporate Finance  
**BUS-3900(3)** Topics in Business Administration and Management  
**BUS-3990(3)** Directed Readings in Business and Administration  
**BUS-4002(3)** Advanced Financial Accounting  
**BUS-4005(3)** Accounting Theory & Contemporary Issues  
**BUS-4111(3)** Business Competition  
**BUS-4220(3)** International Business  
**BUS-4245(3)** Consumer Decision-Making: A Marketing Perspective  
**BUS-4301(3)** Financing a Co-operative Business  
**BUS-4440(3)** Contemporary Human Resource Issues  
**BUS-4450(3)** Motivation, Teams, and Power in Organizations  
**BUS-4460(3)** Leadership and Fairness in Complex Organizations  
**BUS-4500(3)** International Management  
**BUS-4540(3)** International Marketing  
**BUS-4555(3)** Auditing  
**BUS-4602(3)** Topics in International Business  
**BUS-4603(3)** Topics in Marketing  
**BUS-4604(3)** Topics in Human Resource Management and Organizational Behaviour  
**BUS-4606(3)** Topics in Co-Operatives and Credit Unions  
**BUS-4750(3)** Business Plan  
**BUS/ECON-4800(3)** Investments  
**BUS/ECON-4801(3)** Options, Futures, and Derivatives  
**BUS-4900(3)** Advanced Topics in Business and Management  
**BUS-4901(3)** Business Strategy  
**BUS-4920(3)** Business Strategy for Accountants  
**BUS-4940(3)** Emerging Markets and Business Practices

## COURSE DESCRIPTIONS

All course descriptions for all undergraduate programs can now be found in one large PDF called "All Course Descriptions" in the "Academic Calendar" section of the University website:

<http://uwinnipeg.ca/academics/calendar/index.html>